Board of Trade Journal

Volume 199, No. 3834 Published by Her Majesty's Stationery Office 9 September 1970

Price 2s 0d [10 p] net

want to make the big-time overseas?

get yourself a good agent

A Qantas Cargo Agent.
He's the man who can give you tips on the Market—
the World Market. Help you in opening up and
maintaining distribution to every export market. In other words,
make you a success overseas, almost overnight.
The same man will also save you money on packaging, documentation
and customs formalities. And he can prove to you that
Qantas Air Cargo is the fast, economic way to market.
See your Qantas Cargo Agent today—and start going places—fast.
Qantas We're Australian. And we sure get around.

QANTAS AIR CARGO

FLYING THROUGH OUR 50th GOLDEN YEAR

Qantas, with Air India and BOAC.
Direct flights to Brisbane, Darwin, Melbourne, Perth and Sydney

Board of Trade Journal

VOLUME 199. NO. 3834. PAGES 521-564. SEPTEMBER 9, 1970.
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 522
Subscriptions, Advertising, Reprints 522
What Australian agents think of their British principals 525
Anti-dumping application on cucumbers from Rumania 527
Applications for temporary exemption from import duty 527
Export simplification 528
Prevention of Fraud (Investments) Act 1958 530
Authorized Unit Trust Schemes 530
Consideration of mergers by DEP 531
Training Boards' Annual reports 531
Cotton and allied textiles industry training levy order 531
Investment grants claims 531
Kado Ltd. to build factory at Teesside 531
Scope for computer aids to design in engineering industry 532
Patents endorsed 'Licences of Right' 532
Building Centre library opens pollution abatement section 532

Aviation and Shipping
Visit of Chinese Civil Aviation Mission 533
Rules on charter flights 533
Public inquiry into explosions on the ss 'Mactra' 533
Training levy for Shipbuilding Industry Training Board 533
Government surplus sales 535

STATISTICS
The economy: selected indicators 536
Reorganization of industrial statistics 537
Retail sales in Northeren Ireland 537
United Kingdom official reserves during August 538
Sales by wholesale textile houses 538
Production of man-made fibres in July 538
Textile and clothing industries: orders and deliveries 539
'Economic Progress Report' for September 539
'Economic Trends' for August 539
Business Monitor 539
Registrations of British and foreign films 539
National Food Survey: Household food consumption in the first quarter of 1970 540
Vehicle production in July 541
United Kingdom balance of payments 1959-1969 542
Letters of appreciation 543

The battle against oil pollution at sea i – xii

EXHIBITIONS AND FAIRS
Air traffic control plans for the future on view at Farnborough air show 545
The 'Magnificent Seven' at Los Angeles jewellery show 545
Orders from France, Germany, Canada and Hong Kong at International Gifts Fair 546
Export opportunities at Yugoslav Agricultural Fair in 1971 546

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
Lebanon and the Soviet Union, Belgian Tax on Value Added – correction, Hints to businessmen booklets 549
Export Missions and Tours 551
Export orders 552

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Canada: Cyclamates: artificial sweetening agent 522
Ceylon: Import licensing policy 561
Colombia: Goods subject to prior import licensing 564
Ethiopia: Customs tariff amendments, 1970-71 Budget details 559
European Communities: Harmonization of legislation. Imports from non-member countries. Common agricultural policy 557
Gabon: Land ownership ruling 560
Italy: Harmonization of EEC customs legislation 559
Mexico: Import licensing 564
New Zealand: Applications for temporary protection. Emergency Protection Authority inquiry into sacks and bags. Customs tariff inquiry into modellers' enamels 562
Portugal: Addition of notes to the import tariff 559
Rwanda: Tariff modifications introduced 561
Saudi Arabia: Toothpaste no longer designated a medical item 560
Singapore: Establishment of a monetary corporation 561
Southern Yemen: Trade marks practice 560
Spain: Opening of global quotas. Customs tariff modification. Home compensation tax levy. Joint assembly of galvanizing automatic machines 558
Tunisia: Cholera regulations 559
United States: Power requirements for trucks and buses. Safety standard for airbrakes 564
United States: 'Buy-American' preference on 'hand tools' for GSA 522

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

A 10 MeV SL75 linear accelerator for the treatment of cancer by electron beam and X-rays leaves the M.E.L. Equipment Company Ltd's. Crawley factory for shipment to Sweden. Bound for the radiotherapy centre of the University Hospital of Lund, this £100,000 export is one of two machines built at Crawley for Swedish hospitals. Both machines incorporate computer interface facilities, a feature M.E.L. expect to offer as an option on all future machines in accordance with the increasing use of computers in radiotherapy. In addition to their installation in many centres in the United Kingdom, M.E.L. linear accelerators are treating patients in Holland, Australia, Tasmania, Malaysia, and the United States. Recent orders, worth £80,000 each, have been received from the Civil Hospital at Padua, for what is believed to be the first medical linear accelerator in Italy, and from the Peter MacCallum Clinic in Melbourne. This will be the Clinic's third machine from M.E.L. and will enable treatment of another 60-80 patients a day.

LATE ANNOUNCEMENTS

United States: 'Buy-American' preference on 'hand tools' for GSA

THERE ARE MOVES AFOOT in the United States Congress to enact legislation which will increase the margin of preference given to United States manufacturers of 'hand and measuring tools' bidding for contracts from the United States General Services Administration (GSA), the organization which undertakes the centralized purchasing of such items on behalf of all United States Government Departments including the Armed Services.

It is understood that 'hand and measuring tools' includes a very wide range of items including such things as drills, chucks, engineers small tools, hammers, etc., and British companies supplying such goods to the GSA and any other interested persons are invited to contact the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364), who will be able to give further information.

Canada: Cyclamates as an artificial sweetening agent

THE CANADIAN Food & Drug Directorate have issued Trade Information Letter No. 338 dated August 14 announcing the final step in the programme to phase out the use of cyclamates as an artificial sweetening agent in foods and effective from August 12 foods containing cyclamates may not be manufactured in or imported into Canada.

The letter states that sweetening preparations containing cyclamates are considered to be drugs and will continue to be available. They must, however, carry on the label a caution to the effect that they should be used only on the advice of a physician.

Firms requiring further information concerning this notice should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457), quoting reference TIL 338.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	10 June 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	15 July 1970
Industry's investment intentions (3 times a year)	17 June 1970
Catering trades turnover (M)	19 Aug. 1970
Chemicals industry (Q)	19 Aug. 1970
Companies:	
Acquisition and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	19 Aug. 1970
N. Ireland (M)	29 July 1970
Computers:	
UK computer market (Q)	15 July 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	12 Aug. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	15 July 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	5 Aug. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	29 July 1970
Film industry:	
British Film Fund Agency returns (M)	2 Sept. 1970
Cinema admissions and takings (M)	26 Aug. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	26 Aug. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	5 Aug. 1970
World exports of manufacturers (A)	7 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	12 Aug. 1970
Value of overseas trade (M)	19 Aug. 1970
Value of overseas trade: analysis of trends (Q)	5 Aug. 1970
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	19 Aug. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	12 Aug. 1970
Industrial building (Q)	29 July 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	26 Aug. 1970
N. Ireland index (M)	26 Aug. 1970
Insurance companies:	
Assets (A)	19 Aug. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaning turnover (M)	19 Aug. 1970
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	5 Aug. 1970
Deliveries (Q)	5 Aug. 1970
Production (M)	This week
Volume of production (M)	5 Aug. 1970
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	19 Aug. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	26 Aug. 1970
Retail trades:	
Index nos. (M)	12 Aug. 1970
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	12 Aug. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	15 July 1970
Retail (M)	19 Aug. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	2 Sept. 1970
Hosiery production (M)	26 Aug. 1970
Wholesale houses sales (M)	This week
Wool exports (Q)	2 Sept. 1970
Wool output (M)	2 Sept. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	12 Aug. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	19 Aug. 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	19 Aug. 1970
Board of Trade Regional Organization	This week
British Commercial representatives overseas	15 July 1970
Customs notices of interest to exporters	5 Aug. 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street Belfast, 1 or through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal* Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House Holborn Viaduct, London, E.C.1.

The day we gave a customer some washing machines.

One of our customers imports washing machines into Australia. His was one of the first ACT Container shipments to dock Down-Under.
On that day, he had this to say:-

"Before Containers we suffered more than 25% loss through damage. Now, our ACT container consignments arrive in 100% condition".

He went on:-

"We can now unpack 24 units in half-an-hour. Before containers, it took a full day, with the same labour force".

Hardly surprising that he told ACT he was "walking on air".

We gave this to our customer —

1. A 25% saving on transit damage.
2. A large saving on labour costs in handling.
3. An expected cut-back on insurance bills.
4. The end of a lot of the import paperwork.
5. Some very happy clients with deliveries comfortably met.

May your feet never touch the ground, sir. Give us a ring. And name **your** day.

Associated Container Transportation Ltd.

136, Fenchurch Street, London E.C.3 Tel: 01-481 2567

LONDON REGION Orsett Depot, Brentwood Road, Orsett, Essex. Tel: 0375 76641. Telex: 27602. **MIDLAND REGION** College Road, Perry Barr, Birmingham 22B. Tel: 021-356 7531. Telex: 338094. **N.W. REGION** Barton Dock Road, Urmston, Manchester. Tel: 061-748 9121. Telex: 668423. **LIVERPOOL** Orrell Lane, Bootle, Liverpool L20 6NR. Tel: 051-525 5266. Telex: 62666. **N.E. REGION** Wakefield Road, Stourton, Leeds 10. Tel: 0532 74026. Telex: 557336. **SCOTTISH REGION** Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 27526. Telex: 778582. **BRISTOL 11** Park Street, Bristol BS1 5NF. Tel: 0272- 24713. **BELFAST** Lawther & Harvey Limited, 16-20 North Howard Street, Belfast. VT13 2AT. Tel: 0232 20244. Telex: 74498. **DUBLIN** The British & Irish Steam Packet Co. Ltd., P.O. Box 19A, 12 North Wall, Dublin 1. Tel: Dublin 41821. Telex: 5356.

THE QUEEN'S AWARD TO INDUSTRY 1971

The closing date for receipt of applications is the 31st October, 1970. Application forms and guidance notes may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000

What Australian agents think of their British principals

THE BOARD OF TRADE are currently looking into problems of the relationships between agents and principals in some important markets and in May this year a team from the Board visited Australia when some 21 agency firms representing United Kingdom principals in the Sydney, Melbourne and Brisbane areas were interviewed.

Australia is a large and rapidly growing market which offers outstanding opportunities for United Kingdom exporters so the views of Australian agents on their British principals are of interest not only to those firms who already export to Australia but to the many who are thinking of entering the market.

The main points put by the agents are given below.

General views of agents

All the agents consulted traded with a number of other countries in addition to the United Kingdom and were able to compare the performance of the United Kingdom firms they represented with that of our competitors. Virtually all of them described their principals as ranging through the whole gamut from superb to woefully inadequate and no one country could be pointed to as having a greater concentration of principals at the top or bottom ends of the performance scale. The largest companies in any country were by no means necessarily the best performers in terms of principal/agent relationships.

In general terms, the trading performance of the United Kingdom was said to be rather better than that of other countries and to compare well with that of major competing countries such as Japan, West Germany, Italy, France, Canada and the United States. Our performance was by no means perfect but most of the criticisms that were made could also be levelled against our competitors.

Against this background by far the outstanding criticism of British principals was the inadequacy, slowness and sometimes even total lack of communication about such things as notification by the principal of delivery delays, price increases, manufacturing programme changes, the availability of new products and so on – in short, defective communication on matters which are basic to and the essence of a good trading relationship. The agents took the view that it was bad enough to have a delivery delay but inexcusable that the principal should not let the agent know about it and give an explanation. They pointed out that agents have a responsibility to the customer and that customer goodwill is lost, sometimes irretrievably, when a principal lets down an agent.

There were, of course, cases where the agent had no grounds for criticism of this nature but they were the exception rather than the rule. The agents thought that if no other benefit were to accrue from the team's visit it would be worth-while if it were to bring about an improvement in communication between principal and agent.

Delivery delays

Delivery delays were the bugbear of all agents, from whatever source. They asked whether British principals were doing enough to keep agents posted on the progress of their orders and whether something could be done to improve regular communications between agent and principal. The thing they did not want to tackle was the chasing themselves.

Packaging

Here was equally a crucial point. An important agent for consumer goods emphasized without hesitation that the standard among our competitors' packaging was highly attractive.

Documentation

There was some criticism of documentation but it was of a minor character. However, it was suggested by an agent for test machines that standards are deteriorating, possibly because of the growing use of computers which were necessarily less flexible in the preparation of invoices and similar documents. There were apparently still instances of goods arriving at Australian ports before the receipt of shipping documents.

Price

The prices charged by United Kingdom principals for their goods were in general judged to be fair and reasonable. There were upward movements in prices but Britain was not exceptional in this respect. Nevertheless, price increases in excess of general upward movements are something no agent can cope with. The need for more prompt notification by principals of price increases was stressed as the agent was obliged to pass on the increase to the customer. A late notification (or no prior notification whatsoever) could place the agent in an invidious position with the customer.

Quality

The quality of British goods met with general approval, but because we have a reputation to maintain, defects in finish, sizes and the like which differ from specification are the more damaging. Standards of inspection are crucial.

Design

Complaints about the design of British goods usually took the form of suggestions that principals should pay more attention to the need for continually up-dated designs and there were also suggestions that British firms should employ professional designers rather than rely, as so many of them appear to do, on 'just someone in the firm trying their hand at design.'

Several agents stated that British manufacturers would press for the sale of an existing specification rather than accede to a request for a new one – this was called 'telling the customer what he ought to have'. Agents recognize that in many cases it will not be profitable for British manufacturers to alter specifications or that an alteration in specification to meet a small demand would result in a price which would prove to be unacceptable. However, an explanation on these lines from the manufacturer would be more acceptable than the frequent British attitude which might be described as: 'You don't want what you've asked for – you want what I can give you'.

Visits from principals

Visits from principals were welcomed; only one agent said that it would be helpful if his principal were to visit him a little less frequently. For the rest, visits were considered to be most desirable and the tempo of visits could be increased with advantage. One agent expressed the opinion that visiting principals should make more of the opportunity for publicity by showing films of factory and product.

(*Continued on next page*)

AUSTRALIAN AGENTS, *continued*

Trade exhibitions

The general attitude towards trade exhibitions was luke-warm. Agents did not think that United Kingdom trade with Australia was suffering for want of exhibitions and it was suggested that if there were to be exhibitions it would be preferable to have the vertical kind. Principals would, according to one agent, be well advised to consult with their agents in advance about participation in exhibitions so that the best possible return on the outlay could be achieved. Any agent worth his salt did not want merely to be told that a decision to participate had been taken and an agent ought to be able to come up with advice about the most effective use of the money involved in participation. In some circumstances advice might well be against participation. One point of view was that exhibitions should consist of new products rather than those which had been on show on a previous occasion.

Trade missions

On the other hand trade missions received high praise. They were said to have enabled and encouraged principals to visit their Australian agents; one agent told the team that in 15 years' dealings with one of his principals he had had only two visits and these had both happened in the last two years because of missions. Agents considered that missions had countered the opinion previously held by the agents that the attitude of British exporters to the Australian market was 'apathetic'.

Although there was scope for both horizontal and vertical missions there was a preference by agents for the former; in the case of the latter there was always a possibility that several principals in the mission would wish to spend their time with the same agent and all would be waiting in line for the attention of the same customers. It was suggested that trade missions would be improved if there were some members who did not have established connections and especially if members were those with technical knowledge rather than figureheads. A Brisbane agent made the comment that there should be more local advance publicity for trade missions.

Inward missions from Australia to the United Kingdom were also thought to be worth fostering and to be likely to repay the effort involved in arranging them. One agent in particular considered that inward missions of agents would be valuable both from the point of view of maintaining contact with existing principals and, with the help of official services, of finding additional principals.

Warehousing facilities

Agents were in favour of the establishment in Australia of warehouse facilities by British manufacturers. As an agent has increasingly to act as a merchant and to carry stocks because of competition, it was considered that development on these lines would be of assistance to and welcomed by the agent – even if there had to be a price increase to cover the costs so incurred.

Competition

Because of the growth of competition in Australia it was clear that there was a need for British principals to check from time to time that their agents holding an Australia-wide coverage were paying adequate attention to territories other than the main States such as New South Wales and Victoria.

As an indication of the competition for sales in the Australian market it was mentioned that Japanese firms are prepared to cut prices in order to gain a foot-hold (in practice this will usually mean the substitution of Japanese goods for those from a competing country) and to provide technical assistance free of charge for an initial period.

Conclusion

We are now competing with formidable rivals in the Australian market – Japan, West Germany and the rest – both for sales and for the limited supply of good representatives. While it is gratifying to know that in the opinion of the Australian agents British practice is at least as good as that of our competitors, there is clearly ample scope for improvement and none for complacency.

Board of Trade Regional Organization

For information and guidance on export matters you are invited to get in touch in the first instance with the Regional Office covering your area. The names of Export Directors, and the addresses, subscriber trunk dialling codes and telex number of the Regional Offices of the Department, and of the Ministry of Commerce (Northern Ireland), are given below

Northern Region

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
D. P. Dick, Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TJ (Tel. Newcastle 27575. TELEX 53178).

Yorkshire and Humberside Region

The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
J. Lister, City House, New Station Street, Leeds. LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

North Western Region

Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
J. S. Norman, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104).

Midland Region

Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221. TELEX 337021).

Eastern Region and London (E, EC, N, WC postal districts)

Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
L. C. W. Figg, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991).

South Eastern Region and London (NW, W, SE and SW postal districts)

Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Middlesex, Surrey and Sussex.
C. G. Cruickshank, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991).

South Western Region

Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire,
L. Eggleton, MBE, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. TELEX 44214).

Wales

The whole of Wales and Monmouthshire.
G. T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. 0222 62131. TELEX 49267).

Scotland

The whole of Scotland.
V. F. Kimber, 314 St. Vincent Street, Glasgow, C3.
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

Northern Ireland

Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).

Anti-dumping application on cucumbers from Rumania

THE BOARD OF TRADE has completed its investigation into an application for the imposition of an anti-dumping duty on cucumbers imported from Rumania.

The Board has concluded that cucumbers were imported from Rumania at dumped prices, but they are not satisfied, however, that this dumping caused, or threatened to cause, material injury to the United Kingdom producers of cucumbers. The application has therefore been rejected.

After receiving the application the Board announced that a provisional charge to duty would be imposed, from May 11, 1970, pending the outcome of the full investigation. The Order imposing this charge expired on August 10, 1970 and any securities deposited under it will be repaid to the importers.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 23.

Tariff Heading	Proposed definition for Tariff Purposes	Applied for as	Exemption required until	Reference
28.28	Vanadium pentoxide	As in previous column	December 31, 1970	13495
29.23	11 - Aminoundecanoic acid	As in previous column	December 31, 1970	13499
29.30	5 - *iso*Cyanato- 3 - *iso* - cyanatomethyl - 1, 1, 3 - trimethylcyclohexane	3 - *iso*cyanato - methyl-3, 5,5 - Trimethylcyclo-hexyl-isocyanate	December 31, 1970	13484
29.35	4 - (3-Phenylpropyl) pridine	4-phenyl propyl pyridine	December 31, 1970	13492

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Lightguards Ltd., of Hitchin, manufacturers of photoelectric machine guards, were visited recently by Mr. Mahmud El Halawany, Director General of Industrial Safety, United Arab Republic. Having officially opened the Lightguards' new cinema and exhibition hall, Mr. El Halawany (left) waits to see a film in the company of Mr. D. McBride, commercial manager of Lightguards. Mr. G. Cakebread, the company's technical director, who is giving the technical commentary to the film is seen signalling the projectionist to commence. In the foreground can be seen a Lightguard which is part of the permanent exhibition.

GEC-Elliott Process Instruments Ltd. – part of GEC-Elliott Automation – has supplied 45 uranium detectors worth £13,500 for use by the Swedish Geological Survey. This order brings to 86 the total of uranium detectors supplied to the Survey by GEC-Elliott, through Falico. The detectors are to be used in a programme of uranium prospecting which the Geological Survey is carrying out in Northern Sweden.

Export simplification

HM TREASURY announced on September 7 that export paper work would be reduced from yesterday, September 8. First, exporters will no longer have to complete Form CD6. This form, which has hitherto been required by Customs for exports to the non-sterling area over £2,000 in value, is being abolished.

Second, where exporters wish to give credit of more than six months they will normally need to get special exchange control permission only if the terms of the credit are not covered by ECGD insurance.

Special permission will be required as before in a number of other cases, including the export of goods on abnormal terms of payment, goods exported on consignment or hire and any gift of goods exceeding £100 f.o.b. in value.

The changes in procedure announced today will cut down by half-a-million the number of forms which exporters have to fill in. They do not affect the obligation on exporters to bring back to the United Kingdom the full foreign exchange proceeds of their sales. Sample inquiries to check that exporters are fulfilling exchange control requirements will continue to be made in some detail by Customs acting for the Treasury.

A revised Notice to Exporters is being issued. The text is given below.

Exchange Control Act 1947:

NOTICE TO EXPORTERS, SEPTEMBER 8, 1970

Exports from the United Kingdom

This Notice replaces HM Treasury's Notice to Exporters of January 9, 1969. It draws attention to the requirements of the Exchange Control Act 1947 relating to goods exported from the United Kingdom and to the procedures to be observed by exporters.

References in this Notice to the United Kingdom should be read to include the Isle of Man and the Channel Islands.

Scheduled Territories means the territories specified in Schedule 1 to the Exchange Control Act 1947 as amended from time to time by order of HM Treasury; at the date of this Notice they comprise the British Commonwealth (except Canada and Southern Rhodesia), the Irish Republic, British Trust Territories, British Protectorates and Protected States, Iceland, Jordan, Kuwait, Libya, South Africa and South West Africa, Southern Yemen, Western Samoa.

In relation to exports from Jersey and Guernsey, references to Customs should be construed as references to the Agent of the Impôts and the States Supervisor respectively.

Copies of this Notice may be obtained from any bank or Collector of Customs and Excise.

Note. Special requirements apply to exports to Southern Rhodesia most of which are prohibited by export licensing; these requirements are set out in Appendix II to this Notice.

General

1. This Notice relates to goods exported to ultimate destinations outside the Scheduled Territories; the term 'exports' means exports from the United Kingdom to such destinations except destinations in Southern Rhodesia (which are dealt with in Appendix II).

2. The Notice is intended to cover all the normal types of arrangements which you are likely to make. It is necessarily rather long. Please read it carefully.

3. As announced by HM Treasury, you are no longer required to complete Form CD6 when you export goods from the United Kingdom. Any existing stocks of Form CD6 should be destroyed.

4. Although the form has been abolished, you must still comply with your obligations under the Exchange Control Act 1947 and you may be called upon from time to time to produce evidence to HM Customs that you have done so.

5. There is no change in the prescribed manner of payment for exports. You may accept payment in sterling from an External Account or in any foreign currency, except Rhodesian currency. If payment is to be made in foreign currency, you should, in your own interest, safisfy yourself that the currency which you propose to accept will be convertible into sterling, consulting your bank in advance in cases of doubt.

6. The general permission given by HM Treasury relating to the exportation of goods now covers goods in respect of which more than six months' credit has been given if the goods are exported under a contract which is covered by Export Credits Guarantee Department insurance and the period of credit has been approved by that Department (subject to the fulfilment of the other conditions relating to price, manner of payment, etc. – see paragraph 11).

7. A new form has been introduced, Form SPE, which may be obtained from your bank and which should be used when you require special permission for an export (see paragraph 15).

Scope and nature of the control

8. Exports from the United Kingdom to the Scheduled Territories are exempt from Exchange Control. Exports from the United Kingdom to destinations outside the Scheduled Territories including destinations in Southern Rhodesia are subject to Exchange Control. The purpose of this control is to ensure that the United Kingdom receives the proper payment for exports, and that capital is not illegally exported. The special arrangements for Southern Rhodesia result from the current political situation in that country.

9. You are reminded that payment for exports should be obtained as soon as it is contractually due. It is an offence under the Exchange Control Act 1947 to waive or delay the receipt of payment unless special permission has been obtained from the Bank of England.

The general permission

10. HM Treasury have given a general permission for goods (excluding diamonds) to be exported from the United Kingdom to destinations outside the Scheduled Territories other than Southern Rhodesia; the text is set out in Appendix I. Its effect is summarized in paragraph 11, though the summary is not exhaustive.

11. The export of goods (excluding diamonds) by way of gift is covered by the general permission if the f.o.b. value of the gift does not exceed £100. The export of goods (excluding diamonds) under a contract of sale is covered if:

(a) payment for them has been made or is to be made to a United Kingdom resident in the prescribed manner, i.e., payment in sterling from an External Account or payment in any foreign currency, except Rhodesian currency, or in any other manner permitted by the Treasury (e.g., International Money Order – see paragraph 17); and

(b) the credit extended does not exceed six months from the date of exportation or, if the goods are exported under a contract which is covered by Export Credits Guarantee Department insurance, the credit does not exceed such longer period as that Department have approved; and

(c) the purchase price represents the whole consideration for the goods; and

(d) the exporter is not under-charging, i.e., he has contracted to sell for a price which is not substantially less than he might reasonably have been expected to obtain in all the circumstances.

Except for gifts worth £100 or less, the general permission does not cover goods which have not been sold (but see paragraph 16).

12. The general permission does not cover the export of diamonds, permission for which should be the subject of an application made direct to The Controller, Exchange Control (Exports), HM Customs and Excise, Vintry House, Queen Street Place, London, EC4R 1BQ.

13. If a proposed export of goods other than diamonds to a destination outside the Scheduled Territories is not covered by the general permission or by the terms of paragraph 16, special permission **must** be obtained, on Form SPE, before exportation (see paragraph 15). In all cases where special permission to export is not obtained, it is your responsibility, as the exporter, to satisfy yourself that the export is covered by the general permission. You are advised to read carefully the terms of the permission.

14. The general permission does not affect the requirements under the Act in respect of the collection of sums due and the offer for sale to an authorized bank of any foreign currencies; nor does it affect the obligation to obtain an export licence where appropriate.

Special permission required

15. You require special permission **before you may export** any consignment of goods which is not covered by the general permission, the arrangements relating to diamonds, or by the terms of paragraph 16. Applications for special permission should normally be made on Form SPE which should be sent to your bank for reference, if necessary, to the Bank of England. (You are not required to present this form to Customs at the place of exportation, but you should keep it to show to Customs if they require it – see paragraph 19.) Examples of the kind of export transactions which require special permission are as follows:

(a) **Abnormal terms of payment**

If you wish to export goods (excluding gifts worth £100 or less) where:

(i) you will not be providing for payment in the prescribed manner (see footnote‡) or

(ii) you will not be providing for the full consideration to be received in money, or

(iii) you will not be conforming to the requirements of paragraph B (iii) of the Treasury general permission, which relates to pricing.

(b) **Extended credit**

If you wish to give credit beyond six months from the date of export in respect of goods that are not exported under a contract which is covered by Export Credits Guarantee Department insurance. Your application should give an explanation and state the extended period of credit required. In such cases, the approval of the Bank of England should be obtained before any contract providing for extended credit terms is concluded.

(c) **Goods on consignment for sale**

If you wish to export goods on consignment for sale through an agent abroad. Permission may be given for individual consignments or, if the nature and volume of your business warrant it, a continuing permission may be given. In the latter case application should be made through your bank to the Bank of England by letter.

(d) **Goods on hire**

If you wish to export goods on hire.

(e) **Gifts of goods of a value exceeding £100 f.o.b.**

If you wish to export a gift of goods of a value exceeding £100 f.o.b. The application should describe the circumstances.

Special permission not required

16. Except for exports to Southern Rhodesia, you need not obtain special permission to export goods in the following instances even though the export is not covered by the general permission:

(a) Samples of goods for exhibition or advertising purposes – these cover bona fide trade or commercial travellers' samples or goods for exhibition or other advertising purposes supplied without payment, with the object of obtaining export orders;

(b) replacements and short shipments – this covers goods supplied without charge to replace previous exports rejected by the purchaser, or damaged, lost or destroyed in transit, or to complete previous short shipments;

(c) goods being re-exported after importation for modification or repair;

(d) goods exported for modification or repair provided that the goods will be re-imported within six months; if it is apparent at the time of export that the modification or repair will take longer than six months, special permission should be obtained on Form SPE.

(e) goods exported for sale or return provided that either payment will be received or the goods will be re-imported within six months.

Payments by International Money Order

17. International Money Orders, issued in a country outside the Scheduled Territories other than Southern Rhodesia (or British Money Orders issued on instructions from postal authorities in such a country) may be accepted in payment for exports (instead of sterling from an External Account or a foreign currency other than Rhodesian currency).

Export proceeds reduced by disbursements

18. If you necessarily incur expenses in a foreign currency in respect of a particular consignment, these expenses may be met from the proceeds of sale of that consignment and the amount of foreign currency remitted to the United Kingdom correspondingly reduced.

Production of evidence to Customs

19. Where you have obtained a special permission for a particular consignment of goods, or where you are exporting goods under a contract which is covered by Export Credits Guarantee Department insurance, you should retain the relative authority or evidence of approval of the Export Credits Guarantee Department as you may be required to produce such documentation to Customs at a later date.

Bank of England.
September 8, 1970.

APPENDIX I

The general permission

The text of the Treasury general permission is as follows:

A The Treasury, in exercise of their powers under Sections 23 and 37 of the Exchange Control Act 1947, and for the purposes of that Act, hereby give general permission for the exportation of goods (excluding diamonds) to any destination (not being a destination in Southern Rhodesia) outside the Scheduled Territories† by way of gift on condition that the f.o.b. value of any such gift does not exceed £100.

B The Treasury, in the exercise of the said powers and for the said purposes, hereby further give general permission for the exportation of goods (excluding diamonds) to any destination (not being a destination in Southern Rhodesia) outside the Scheduled Territories† on condition that:

(i) payment of the purchase price for those goods has at the date of their exportation already been made to a person resident in the United Kingdom in such manner as may from time to time be prescribed‡ under the said Section 23 in relation to goods of that class or description exported to that destination (or in any other manner permitted by the Treasury) or is to be so made within six months after that date (or, in the case of goods exported under a contract which is covered by Export Credits Guarantee Department insurance, within such longer period as the said Department have approved); and

(ii) the purchase price of the goods represents the whole of the consideration received or receivable therefor; and

(iii) the purcha e price of the goods is not substantially less than the price which an exporter from the United Kingdom might reasonably have been expected (regard being had to the terms of the transaction) to obtain for them for export to that destination at the date they were contracted to be sold.

C In this general permission reference to the Act includes reference to the Act as extended by the Exchange Control (Channel Islands) Order 1947.§

D The permissions given in paragraph A and B above are subject to the condition that in any case where the Treasury so directs they shall not apply.

(Continued on next page)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

APPENDIX I, *continued*

E In this general permission "person" includes firm or body corporate, "destination" means ultimate destination, "Scheduled Territories" has the meaning ascribed to it by Section 1 of the Act and references to "the United Kingdom" shall be deemed to include references to the Channel Islands and the Isle of Man.

F This general permission shall take effect on September 8, 1970 and with effect from that date revokes and replaces the previous general permission¶ granted to exporters by the Treasury in the exercise of the said powers.

Treasury Chambers,
Great George Street, S.W.1.
September 8, 1970.'

APPENDIX II

Southern Rhodesia

1. Exporters are reminded that an export licence is required for any export to Southern Rhodesia. In current circumstances licences are not issued for a wide range of goods. For an export in the restricted field permitted under a licence, the following Exchange Control arrangements apply.

2. Certain Orders have been made and Directions given under the Exchange Control Act 1947. As a result, Southern Rhodesia is not part of the Scheduled Territories. Sterling accounts of residents of Southern Rhodesia with Authorized Banks in the United Kingdom are designated as Rhodesian Accounts or, in certain circumstances, Suspense Accounts. Unless there is a specific Treasury permission the export of goods to Southern Rhodesia is prohibited unless the Customs are satisfied that adequate payment for them has been made in the prescribed manner (see paragraph 6 below) prior to their export.

3. The detailed effect of these Orders and Directions in relation to exports from the United Kingdom is set out in paragraphs 4 to 8 below.

4. Southern Rhodesia is a prescribed territory for the purposes of Section 23 of the Act. As a result any goods exported from the United Kingdom to a destination in Southern Rhodesia are subject to Exchange Control.

5. The Treasury permission set out in Appendix I of this Notice does not apply to exports from the United Kingdom to Southern Rhodesia.

6. Section 23 of the Act has been amended in relation to exports to Southern Rhodesia by the Exchange Control (Exports to Southern Rhodesia) Directions 1965 (Statutory Instrument 1965 No. 2039). As a result, there is no general permission whatsoever in force in regard to such exports, and except with the specific permission of the Treasury the exportation of goods to Southern Rhodesia is prohibited by the Act unless the Commissioners of Customs and Excise‖ are satisfied:

(a) that payment for the goods has been made to a person resident in the United Kingdom‖ in the prescribed manner (see paragraph 7 below); and

(b) that the amount of the payment that has been made is such as to represent a return for the goods which is in all the circumstances satisfactory in the national interest.

7. In respect of exports to a destination in Southern Rhodesia, the prescribed manner of payment is payment in any foreign currency except Rnodesian currency, and payment for such exports must have been made prior to their exportation (see paragraph 8 below).

8. No special procedure is required in respect of any consignment of goods exported to Southern Rhodesia the value of which is £10 or less. Any consignment worth more than £10 which is to be exported to Southern Rhodesia must be pre-entered to Customs. Customs will require from the person making entry of the goods a declaration signed by such persons as Customs may require. Customs will prevent the exportation of such goods until both the required declaration has been delivered and they are satisfied as to the matters referred to in paragraph 6 above. This declaration must be given on Form CD7, which may be obtained from Collectors of Customs and Excise and which must be completed in respect of each consignment (excluding any consignment the value of which is £10 or less) exported to a destination in Southern Rhodesia. Before the form is presented to Customs, an Authorized Bank in the United Kingdom must certify on it that payment in the prescribed manner (see paragraph 7 above) for the goods has already been received. If payment in the prescribed manner has not been received, specific permission for the consignment to be exported is required: this must be obtained through the exporter's bankers, who will see that the Form CD7 is suitably endorsed by the Bank of England to indicate the terms on which export is allowed, e.g., without prior payment or against payment through the Rhodesian Special Account: in the latter case the Form CD7 must also be certified by the exporter's bankers to confirm that the appropriate payment has been received.

†A definition of the Scheduled Territories is given on the first page of this Notice.
‡The manner of payment currently prescribed for every class or description of goods exported to any destination outside the Scheduled Territories other than Southern Rhodesia is payment in sterling from an External Account or payment in any foreign currency except Rhodesian currency: payment may not be accepted from a Rhodesian Sterling Account without special permission from the Bank of England. Exports to Southern Rhodesia need specific permission (see Appendix II).
§S.R. & O. 1947 2034.
¶The latest previous general permission (now superseded) was that given on September 28, 1967.
‖In the case of exports from the Channel Islands, the authorities to be satisfied are, in relation to Jersey, the Agent of the Impôts and, in relation to Guernsey, the States Supervisor, and payment must have been made to a person resident in the United Kingdom or the Channel Islands.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Investors Management Services Limited, 30 High Street, Tunbridge Wells, Kent.

London Multinational Bank Limited, 149 Leadenhall Street, London, E.C.3.

Second City Securities Limited, Old Colony House, South King Street, Manchester 2.

Deletion

Gate House Securities Limited, 33/34 Broad Street Avenue, London, E.C.2.

Change of Address

Overseas Development Bank, 36 Berkeley Square, London, W1X 5DA.

Change of Name

Heller & Co. Limited has changed its name to First National Maryland & Heller Limited.

Change of Name and Address

Heller & Partners Limited has changed its name to City Finance for Commerce Limited and its address is now 71 Lower Sloane Street, London, S.W.1.

Exempted Dealers

Addition

Wallace Brothers & Co. Limited, 4 Crosby Square, London, E.C.3.

Change of Name

Charterhouse Japhet & Thomasson Limited has changed its name to Charterhouse Japhet Limited.

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Transatlantic and General Securities Company Limited, 91-99 New London Road, Chelmsford, Essex	Buckingham Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Slater, Walker Trust Management Limited, 30 St. Paul's Churchyard, London, E.C.4	Slater, Walker Assets Trust	National Westminster Bank Limited, 41 Lothbury, London, E.C.2

Changes

The name of Fordham Unit Trust Managers Ltd. has been changed to E. P. Fund Managers Ltd.

The following unit trust schemes have changed their Managers from Scotbor Securities Ltd. to Scotbits Securities Ltd.:—

Scotbor Dollar Accumulator Fund
Scotbor Growth Fund
Scotbor Income Fund
Scotbor Balanced Fund.

Scotbor Growth Fund has changed its name to Scotbits Securities Capital Growth Fund, and

Scotbor Income Fund has changed its name to Scotbits Securities High Income Fund.

Consideration of mergers by the DEP

MR. ROBERT CARR, Secretary of State for Employment and Productivity, announced on September 2 that on the information at present before him it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by Fodens Ltd. of Atkinson Lorries (Holdings) Ltd.

Proposed mergers of the Glenlivet and Glen Grant Distilleries Ltd., Hill Thomson & Co. Ltd. and The Longmorn – Glenlivet Distilleries Ltd.

Proposed acquisition by Northern Dairies Ltd. or Lloyds and Scottish Ltd. of Walker and Martin Ltd.

Proposed acquisition by E. & H. P. Smith Ltd. of a 30 per cent interest in Herbert Morris Ltd.

Training Boards' Annual reports

THE ANNUAL REPORTS of the Industry Training Boards for the Knitting, Lace and Net Industry (HMSO, price 2s.) and for the Electricity Supply Industry (HMSO, price 3s. 6d.) were published on August 27.

Cotton and allied textiles industry training levy order

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Cotton and Allied Textiles Industry Training Board for a levy on employers within scope of the Board equal to 0·85 per cent of their payroll in the year ended April 5, 1970. This compares with a rate of 0·9 per cent for the previous levy. The first £5,000 of all employers' payrolls is to be excluded from assessment, and those whose assessment is £10 or less are to be exempt. This is the effect of an Order (S.I. 1970 No. 1241, HM Stationery Office or through any bookseller, price 1s. (5p) net). made by Mr. Carr and laid before Parliament on August 18, which came into operation on September 1.

Investment grants claims

CLAIMS FOR investment grant on eligible capital expenditure incurred during the quarter January 1 to March 31, 1970 will be accepted by Investment Grant Offices on and after October 1, 1970. Payment of grant on claims relating to expenditure incurred during the quarter October 1 to December 31, 1969 will begin on the same day.

The addresses of the offices are:

Ministry of Technology, Investment Grants Office, Colman House, Victoria Avenue, Southend - on - Sea, Essex, SS2 6DU. Tel. (0702) 41341 and 41362. Telex 99288.

St. Peter's House, Stanley Precinct, Bootle, Lancs. L20 3LZ. Tel. 051-922 4030. Telex 627162.

24/26 Newport Road, Cardiff, CF2 1SY. Tel. (0222) 42611. Telex 49538.

Queensway House, West Precinct, Town Centre, Billingham, Teesside, TS23 2NF. Tel. (0642) 553671. Telex 58608.

Magnet House, Waterloo Street, Glasgow, C2. Tel. 041-221 9833. Telex 77611.

Kado Ltd. to build factory at Teesside

THE MINISTRY OF TECHNOLOGY has announced that Kado Ltd., are to lease a site on the Teesside Industrial Estate which is administered by the English Industrial Estates Corporation. The company are to construct a factory and offices totalling 45,000 sq. ft. in which they will manufacture carbon paper, inked ribbons and rolls.

Kado were among the first tenants of the North Tees Industrial Estate, Stockton, where they occupied originally one factory and later, by way of an extension, a second factory. Transferring their production to a single specially built unit at Teesside will permit a higher productivity in their operations, particularly in the growing market afforded by the development of the computer industry.

The new factory will make possible the transfer of the head office from Tunbridge Wells to Teesside and it is anticipated that ultimately the labour force will increase to over 200 in the new unit.

FP
A
FINNEGAN

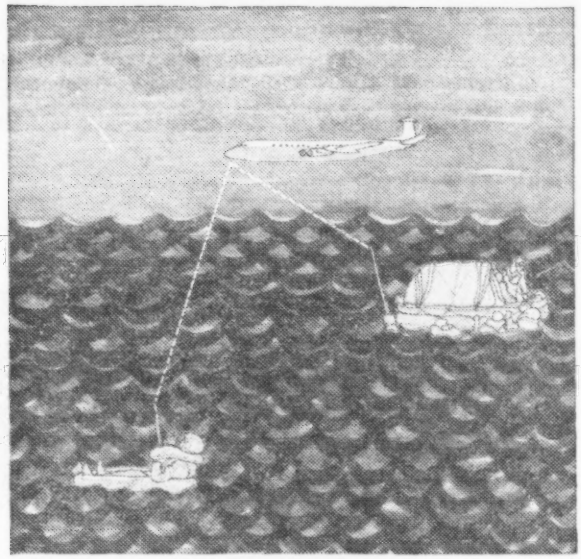
RUTLAND INDUSTRIAL ESTATE

SHEFFIELD

✻ 6-ACRE SITE ✻ UNITS FROM 5,000 SQ. FT. ✻ BUILT TO YOUR EXACT REQUIREMENTS ✻ LEASE FROM 8/- SQ. FT. P.A. ✻ ESTABLISHED INDUSTRIAL AREA — SUITABLE FOR LIGHT AND GENERAL INDUSTRY ✻ LESS THAN 1 MILE FROM CITY CENTRE ✻ ADJOINING RING ROAD AND MAIN MANCHESTER/ BARNSLEY/HUDDERSFIELD ROUTES ✻ DIRECT ACCESS TO M1 MOTORWAY DURING MID-SEVENTIES.

ELR
ESTABLISHED 1840

Apply to EADON LOCKWOOD & RIDDLE, 2 St. James St., Sheffield S1 1XJ. Tel: 0742 78055



two new SARBEs turn 'safely down' into 'home and dry'

SARBE BE369

FOR LIFERAFTS The new SARBE BE369 Flotation Distress Beacon automatically transmits sequentially on both the civil (VHF) and the military (UHF) aviation distress frequencies. The BE369 is lightweight, waterproof, self-righting; it includes built-in test facilities and will operate for at least 48 hours.

SARBE 5:

FOR INDIVIDUALS The new SARBE 5 (BE375) weighs only about a pound and fits in the palm of your hand, yet it lets you transmit a swept tone or speech, and to receive speech, on two frequencies. It's the only aircrew beacon in the world with integral GO/NO-GO check-out.

Get full details of these newest additions to the internationally acclaimed SARBE range from Burndept Electronics (E.R.) Ltd., St. Fidelis Road, Erith, Kent. Tel: Erith 39121

BURNDEPT ELECTRONICS (E.R.)

Scope for computer aids to design in engineering industry

A REPORT published on September 2 by the Ministry of Technology surveys the application of computer aids to design in medium and small firms in the engineering industry.

The survey, carried out for the Ministry by Urwick Technology Management Ltd., studied a typical sample of six mechanical engineering firms employing 100-2,000 people and identified the two following prime areas in which the use of CAD might prove to be advantageous:

1. In those instances where the use of simplified formulae frequently used in manual methods of design often gives less than optimum results.
2. Where products of common basic purpose require detailed redesign for every order using standard design rules.

A limited number of copies of the report are available and requests should be made to: Ministry of Technology, Systems and Automation Division, Room 219, Dean Bradley House, Horseferry Road, London, S.W.1 (Tel. 01-799 5688, Ext. 328).

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date(s) specified:

Number	Grantee	Subject-Matter
	August 10, 1970	
1,018,953	Albert Marcel Cyprien Alexandre	Method of manufacturing fabrics especially crepe fabrics.
1,033,420	Gevaert Photo-Producten NV	Electrophotographic and like recording processes.
1,077,522	George Manus	A central system for the types of electric typewriters, data processing machines and the like.
1,107,210	Hydrocarbon Research Incorporated	Revaporization of cryogenic liquids.
1,111,600	International Standard Electric Corporation	Method of controlling a multi-stage cross-point arrangement.
1,126,191	Gevaert-Agfa NV	Apparatus for the contactless removing of dust from webs.
1,162,677	Gevaert-Agfa NV	Process for making isotropic polymere film.
	August 14, 1970	
968,279	Standard Telephones & Cables Ltd.	Data transmission system
1,051,242	Standard Telephones & Cables Ltd.	Improvements in or relating to transducer assemblies
1,104,881	Standard Telephones & Cables Ltd.	Methods of making thin film electric circuit elements
1,105,411	Standard Telephones & Cables Ltd.	Apparatus for working conductive material by electric spark discharges
1,105,412	Standard Telephones & Cables Ltd.	Relating to the making thin film circuit devices
1,107,941	Standard Telephones & Cables Ltd.	Relating to an apparatus and a method for working conductive by electric spark discharge
995,013	The Rover Company Ltd.	Improvements relating to seats
1,012,363	The Steetley Refractory Brick Co. Ltd.	Improvements in or relating to silica brick
1,055,723	Charbonnages de France	Cycloalkone hydrocarbons and method for their production
1,068,111	Fairey Engineering Ltd.	Filter assemblies for pressurized fluid
1,153,862	Alvan Blanch Development Co. Ltd.	Manufacture of pellets or cubes of compressed grass

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patent Office.

Building Centre library opens pollution abatement section

THE BUILDING CENTRE Library is setting up a special section which will cover pollution abatement products. Manufacturers of pollution abatement products are asked to send literature to The Librarian, The Building Centre, 26 Store Street, London WC1E 7BT (Tel. 01-636 5400).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-6 6 6699). The department has 20 local offices in various parts of the United Kingdom. A list is given on page xix of August 19 issue of the Board of Trade Journal.

Aviation and Shipping

Visit of Chinese Civil Aviation Mission

A CHINESE CIVIL AVIATION MISSION is currently visiting Britain until September 12. The official title of the Mission, which arrived on September 3, is the Joint Visit Delegation of the General Civil Aviation Administration of China and of the China National Machinery Import and Export Corporation.

The mission, which has a total membership of 18, is led by Mr. Wang Tsien-Kung, Director of the Commanding Department of the General Civil Aviation Administration of China. The Deputy Leader is Mr. Wang Yeh, Deputy Director of the China National Machinery Import and Export Corporation.

During their stay in the United Kingdom, the mission will attend the Farnborough Air Show and will visit British aircraft manufacturers and manufacturers of airport equipment. The mission will also call on the Board of Trade.

Rules on charter flights

IT IS NORMALLY a condition of the licence for low-priced charter flights (other than package tours) that they are available only to bona fide members of a club or organized group which pursues a principal objective other than travel. Members must have belonged to the group for at least six months before the flight.

Different arrangements apply to flights for full-time students in further education.

An airline which carries out a flight in breach of the applicable rules would be committing an offence, as would the organizer or agent concerned if he knew or had reasonable cause to suspect that the flight would be in breach of the rules.

If members of the public are offered tickets for charter flights and are not already members of the club or group organizing the charter it is probable that the flight would be unlawful and liable to cancellation by the airliner or charterer when the facts became known. Cancellation at short notice inevitably causes inconvenience.

The financial arrangements between passengers and organizers of charter flights are matters between the parties.

Members of the public who are proposing to participate in a charter flight would be well advised, therefore, if they have any doubts, to confirm with the carrier who holds the licence that the flight is covered by the necessary authority and that all the rules have been met.

If they have not been told by the carrier they should ask the organizer of the charter flight.

Public inquiry into explosions on the ss 'Mactra'

THE BOARD OF TRADE have ordered a public formal investigation into the explosions which occurred on ss 'Mactra' on December 29, 1969 in the Mozambique Channel.

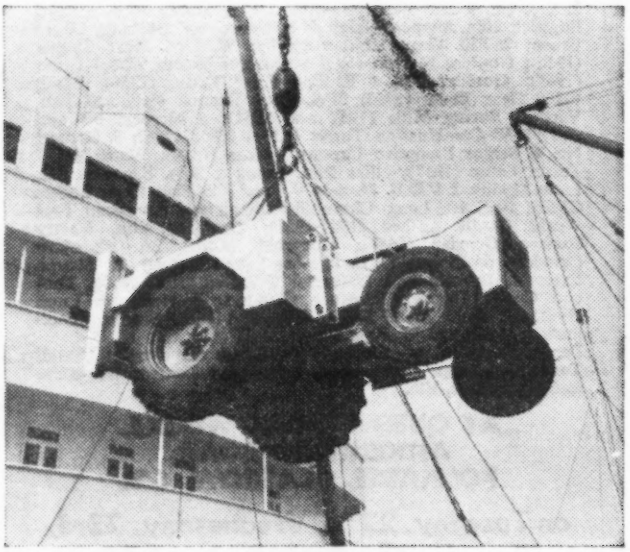
Because of the great deal of preparatory work required involving detailed inquiries in this country and abroad, it is not expected that the formal investigation will be held before the middle of next year. The date and place of the inquiry will be announced in due course.

The investigation has been ordered under Section 466 of the Merchant Shipping Act 1894.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, **Ext.** 3038) *who compile the half-yearly index to the* Journal.

The prototype of the BAC One-Eleven 475 jetliner recently made its maiden flight at the Hurn (Bournemouth) factory of the British Aircraft Corporation – a month ahead of programme. It will be demonstrated at the Farnborough Air Show this month. The 74-89 seat One-Eleven 475 has been developed with a special landing gear system to enable it to operate from secondary low-strength runways which have hitherto been the exclusive domain of the propeller-driven airliner. It goes into airline service next year.



The Blue Funnel cargo liner 'Ajax' loading a consignment of 28 excavators bound for Kobe, Japan. The excavators which weighed over 5 tons, were manufactured by J. C. Bamford of Uttoxeter. A further consignment of crawler type excavators are being loaded shortly on the Blue Funnel vessel 'Protesilaus'. This will be the first shipment of crawler excavators to Japan under a new licensing agreement with the Japanese JCB dealers.

Training levy for Shipbuilding Industry Training Board

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Shipbuilding Industry Training Board for a levy on employers within scope of the Board equal to 1.75 per cent of their payroll less £3,000 of each employer's establishment in the year ended April 5, 1970. This is the effect on an Order (SI 1970, No. 1258, HMSO, price 1s. (5p) net), made by Mr. Carr and laid before Parliament on September 2 which came into operation on September 4, 1970.

VOITH ENGINEERING LTD.

HIGHLY IMPORTANT FOUR DAYS' SALE
BY AUCTION of

MODERN BRITISH, CONTINENTAL and AMERICAN-BUILT MACHINE TOOLS

(MAINLY NEW 1952-1969)

EXTENSIVE STOCK OF NEW and USED SMALL TOOLS and INSPECTION EQUIPMENT, SURFACE TABLES, SHEETMETAL WORKING and WELDING PLANT, FORK LIFT and PALLET TRUCKS, JIB CRANES, ELECTRIC and AIR HOISTS, OFFICE and CANTEEN EQUIPMENT, ETC.,

including

Scharmann FB 125C Horz. Borer (1960); De Vlieg Spiramatic 4B-96 and 3B72 Spiramatic Jig Mills (1955 and 1957); Graffenstaden AM131 Horz. Borer (1954); 3 Kearns No. 3 Horz. Borers (1958 and 1952); Heald 1202 Bore-matic (1954); Genevoise MP6 Jig Borer; Asquith Vertical Cylinder Borer (1958); Kollman MB63 Plano-Mill (1954); 9 Cincinnati, Milwaukee, Herbert and T.O.S. Horizontal, Vertical and Universal Milling Machines (1954-1957); 3 Kopp EKF5/M Horz. Profile Mills (1952-1957); Hurth LF32A Hortz. Keyway Mill (1969); Polymat POL100 Keyseating Machine (1968); 12 Asquith and K. & W. Radial Drills, from 3½ft. to 8ft. (1954-1958); Loudon 25ft. x 6ft. x 5ft. Planer (re-built 1967); Morey 12in. Slotter; Edgwick 20in. Shaper; Haigh 60in. Broaching Machine; David Brown MT30 Gear Hobber (1957); W.M.W. Gear Shaper (1956); Goulder Mikron 4WN Worm and Worm Wheel Tester (1965); Goulder No. 4 Rolling Gear Tester (1956); Maag PH60 Gear Tester (1960); Webster & Bennett 48in. and 36in. Vertical Boring Mills (1957 and 1951); 8 Herbert 9B and and 9B-30 Combination Turret Lathes (1953-1956); 3 Herbert No. 4 Senior Preoptive Capstan Lathes (1956); Ward No. 7 Turret Lathe (1957); Niles 39in. Swing x 24in. S.S. and S.C. Lathe (1968); 2 V.D.F. Models V.5 and V.6 Face Copy Lathes (1963); 10 Swift, Lang, Churchill-Redman and American Tool Works Centre Lathes (1947-1968); Lumsden 48in. Rotary Surface Grinder (1957); Churchill Model 2A Planetary Grinder; 6 Churchill, Landis-Lund and Brown & Sharpe External, Internal and Universal Grinders (1952-1960); Tool and Cutter Grinders; Surface Grinders; 2 Noble & Lund Hydraulic Cold Metal Saws, 40in. and 16in. Blades; Sheetmetalworking and Welding Plant;
Large Selection of General Workshop Equipment, Small Tools, Inspection Instruments, Office and Canteen Furniture and Equipment, Etc.

AT QUEEN'S PARK WORKS, AITKENHEAD ROAD, POLMADIE, GLASGOW, S.2.

on Tuesday, 22nd, Wednesday, 23rd, Thursday, 24th and Friday, 25th, September, 1970, beginning at 10.30 a.m. each day.

SHIRLAW, ALLAN & CO., AUCTIONEERS, 5 KEITH STREET, HAMILTON, LANARKSHIRE, have received instructions from the Owners, due to the Closure of the Works, to Sell, by Auction, as above.

ON VIEW MONDAY, 14th till FRIDAY, 18th SEPTEMBER and MONDAY, 21st SEPTEMBER, 1970 (8.30 a.m. to 4.15 p.m.) and DURING SALE.

CATALOGUES (Price 5s.) AVAILABLE ABOUT 3 WEEKS PRIOR TO SALE FROM AUCTIONEERS.

Hamilton, September 1970. Tel. No. Hamilton 23063.

SHIRLAW, ALLAN & CO., Auctioneers, Hamilton
A. W. CARMICHAEL LTD. (In Provisional Liquidation)

Second Portion
Important and Extensive two days' Sale of Civil Engineering Contractors' Plant and Equipment

including

300 TONS STEEL H BEAMS, CHANNELS, ANGLES and LIGHT SECTIONS, 15,000ft. STEEL PIPING, LARGE QUANTITY FERROUS and NON-FERROUS SCRAP, 50 TONS RAILS, PARRY STEEL BRIDGE SECTIONS, HEAVY TIMBER, ENGINEERING and GARAGE PLANT and EQUIPMENT, LARGE SELECTION OF NEW PLANT and VEHICLE SPARES, ELECTRIC MOTORS, SWITCHGEAR, CABLE, SECTIONAL WOODEN SITE HUTS, OFFICE FURNITURE, SURVEYORS' INSTRUMENTS, ETC.,

AT ALBYN PLANT DEPOT, BROXBURN, WEST LOTHIAN,

on Tuesday 15th and Wednesday 16th September, 1970
at 10.30 a.m. prompt each day

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from the Provisional Liquidator, M. D. McPhail, Esq., C.A. (Messrs. Thomson McLintock & Co.), 216 West George Street, Glasgow, C.2, to Sell, by Auction, as above.

ON VIEW DAY PRIOR TO SALE.

CATALOGUES FROM AUCTIONEERS.

Hamilton, September 1970. Tel. No. Hamilton 23063.

Tender No. ES5/210/35/130/Cell-487

The Director General of Supplies and Disposals, New Delhi, invites Tenders for supply of the following :

Item No.	Description	A.I.R. Specn. No.	Qty. Nos.
1.	Microphones		
	(a) Bidirectional	SSE-301-1	52
	(b) Unidirectional	SSE-302-2	55
	(c) Omni-directional	SSE-303-1	17
	(d) Cardioid	SSE-304-1	6
	(e) Talk-back	SSE-307	6
2.	Playback turntables complete with pickup unit compensator and tone-arm	SSE-386-3 & SSE-320-5	50
3.	Limiting Amplifier	SSE-150-2	4

Tender forms and Specifications are obtainable from Administration Branch, India Supply Mission, Government Building, Bromyard Avenue, Acton, London, W.3, upon application with a remittance of £1 2s. by Postal Order or by cheque, crossed and made payable to the High Commissioner for India, London. Applications should be made not later than September 14, and the above reference should be quoted.

It may be noted that the final closing date for tenders in India is October 14, 1970.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
September 16	**Miscellaneous stores**	**The County Hall, Botchergate, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle (Tel. 26292)**

Bedford 39 seater coach; Hands 10-ton trailer; test sets; engine stands; phase and pulse generators; oscilloscopes; tool test sets; rescue equipment including sledge and club hammers, extending ladders, mining pickheads, chisels and claw crowbars, general purpose saws, wooden boxes; Machine Tools including Flextol flex drives, 8 in. bench type grinders, hand operated bending rolls, pedal operated guillotines, valve grinder; quantities of clothing; textiles; kitchen equipment; furniture and other miscellaneous stores.

September 22-25	**Heavy duty road making, commercial and private vehicles**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272)**

Mobile cranes by Coles, Ransome, Neale, Jones; Commer hydraulic tippers; Aveling Barford dumpers; Fowler, 'Challenger' and Caterpillar 'D4' hydraulic tippers; excavators by Ruston Bucyrus and Blaw Knox; scrapers; graders; heavy duty tractors; AEC Matador trucks; drop-side trucks; water tank trailers; Coventry Climax and Conveyance fork lift trucks; Scammell breakdown trucks; Coventry Climax fire pumps; David Brown and Fordson tractors; Thames trucks and vans; Bedford 'Utilicons', vans, Dormobiles, trucks, coaches, fire tenders; Leyland trucks; Morris Minors, 1000 saloons, utility vans, Oxfords, commercial pick-ups, ambulances; Land Rovers; Austin 'Gipsys', coaches, mini pick-ups, trucks, ambulances; Ford 'Zephyrs', 'Populars', 'Anglias', 'Cortinas'; Vauxhall 'Victors'; Humber 'Snipes', 'Hawks'; Matchless, Triumph and BSA motor cycles; Douglas 'Vespa' scooters, etc.

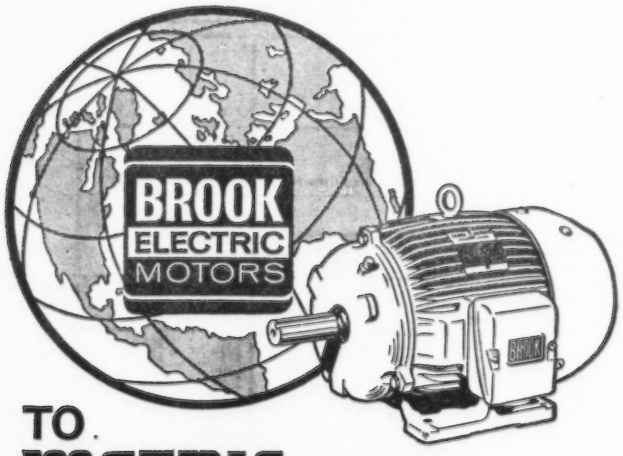
September 29-30	**Plant and equipment, miscellaneous stores**	**No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham**	**Fuller, Horsey, Sons, Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)**

Diesel road rollers; sheepsfoot roller; 19 RB and Blaw Knox excavator conversion sets; AA radar trailer; Bedford fire tender; Coventry Climax featherweight pumps; fire pumps; lifting and 5-ton ratchet jacks; battery fork lift trucks; lead acid batteries; welding electrodes; galvanized conduit tubing; electric motors; fans and blowers; electronic, telephone, wireless and telegraph equipment; surveying telescopes; theodolites; compasses; prismatic binoculars; wrist, pocket and stop watches; saloon, engine room, wall and bracket clocks; MT spares; rubber tyres; large quantity sisal and manila rope; fireman's axes and kit bags; medical bandages and dressings, etc.; white and coloured blankets; shorts; trousers; raincoats; boots and shoes; mixed rags; hand tools; large quantity furniture; kitchen utensils; tableware and numerous other effects.

October 6-8	**Miscellaneous stores**	**Regional Depot, RAOC, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford (Tel. 0432 4366)**

Austin 'Gipsys'; Brockhouse trailers; galvanized water tanks; metal scrap; 45 gal. drums; flat pallets; wireless and radar equipment and spares; aircraft spares; plant and equipment and spares; iron picket posts; test sets; transformers; rectifiers; electric cable; batteries; tyres; wooden boxes; rescue equipment; extending ladders; paints and dopes; furniture including wardrobes; chests; tables; chairs; cupboards; various items of clothing including, large quantities of vests and drawers; carpets and other textiles.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)



TO.
METRIC DIMENSIONS

Totally Enclosed Fan Cooled: .25 to 220 Horsepower.

Sixty-six years experience in providing the right motor for every industry in every climate.

HAWKER SIDDELEY
BROOK MOTORS

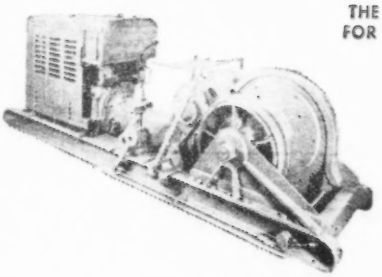
BROOK MOTORS LTD., EMPRESS WORKS, HUDDERSFIELD, HD1 3LJ, YORKSHIRE.
Hawker Siddeley Group supplies mechanical, electrical and aerospace equipment with world-wide sales and service.

70/A2

'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

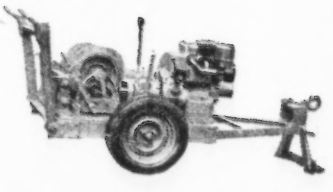


FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS



POWERED BY PETROL OR DIESEL ENGINE

SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) Ltd.
TEAM VALLEY ESTATE, CO. DURHAM

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	111·7	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113·2	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	113·9	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	119·8	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	122·9	142	142	112	103	135	135	144	131	131	305	211	–22	37
1968															
2nd quarter	113	118·8	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120·7	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122·3	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	121·8	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123·2	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123·2	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	123·6	146	146	114	103	136	142	148	126	134	157	160	7	28
1970															
1st quarter	117	124·3	149	148	114	103	131	141	138	115	128	– 2	58	–15	–41
2nd quarter		123·5 p				104									5
1970															
February		124				104									
March		126				103									
April		125 p				103									
May		122 p				105									
June		123 p				105									
July						104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-monthly or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963	1963	series in £ million
										4,983	4,365	
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	260	24,308	167	169	416
1968												
2nd quarter	104	125·0	4·5	119·5	112·5	185·8	541	185	24,321	158	142	–178
3rd quarter	104	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	121	136·2	5·0	130·1	120·6	209·0	561	192		172	180	153
2nd quarter	126 p	139·5	5·8	129·2 p	123·5 p	213·8	563	187		183	182	53
1970												
March	121	137·0	5·1	130·8	121·6	211·1	567	188		176	185	
April	122 p	139·1	5·6	130·4	122·9	211·8	567	188		180	187	
May	122 p	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	126 p	139·9	5·9	127·8 p	124·1 p	215·4	561	187		192	185	
July		140·9	6·7	127·1 p	124·6 p	216·9	593	186		143 p	186 p	
August							593	184				

† Not seasonally adjusted

Reorganization of industrial statistics

THE GOVERNMENT statistical service is in the midst of a complete re-organization of the present system of industrial statistics. This work is being undertaken, industry by industry, over a period of three to four years with the primary objective of providing a comprehensive and integrated statistical service which will meet not only Government needs but also the growing requirements of industry for statistics for marketing and management purposes.

The *Board of Trade Journal* of November 29, 1968, and June 25, 1969, listed those industries which were then under review. Since the issue of these notices, the Ministry of Technology has been examining or will shortly begin to examine, the statistics for the following industries (Minimum List Headings of the 1968 edition of the Standard Industrial Classification are shown in brackets):

Toilet preparations (273)
Agricultural machinery (other than tractors) (331)
Metal-working machine tools (332)
Pumps, valves and compressors (333)
Industrial engines (334)
Textile machinery and accessories (335)
Construction and earth-moving equipment (336)
Mechanical handling equipment (337)
Office machinery (338)
Mining machinery (339/1)
Refrigerating machinery (except domestic type refrigerators) (339/3)
Space heating, ventilating and air-conditioning equipment (339/4)
Scales and weighing machinery (339/5)
Portable power tools (339/6)
Other machinery except electrical machinery (339/9)
Ball and roller bearings (349/1)
Photographic and document copying equipment (351)
Watches and clocks (352)
Surgical instruments and appliances (353)
Scientific and industrial instruments and systems (354)
Electrical machinery (361)
Insulated wires and cables (362)
Telegraph and telephone apparatus and equipment (363)
Radio and electronic components (364)
Broadcast receiving and sound reproducing equipment (365)
Electronic computers (366)
Radio, radar and electronic capital goods (367)
Electric appliances primarily for domestic use (368)
Electrical equipment for motor vehicles, cycles and aircraft (369/1)
Primary batteries and secondary batteries (accumulators) (369/2 and3)
Electric lamps and electric light fittings, wiring accessories, etc. (369/4 and 5)
Shipbuilding and marine engineering (370)
Wheeled tractor manufacturing (380)
Motor vehicle manufacturing (381)
Motor cycle, tricycle and pedal cycle manufacturing (382)
Aerospace equipment manufacturing and repairing (383)
Locomotives and railway track equipment (384)
Railway carriages and wagons and trams (385)
Bolts, nuts, screws, rivets, etc. (393)
Wire and wire manufactures (394)
Cans and metal boxes (395)
Jewellery and precious metals (396)
Production of man-made fibres (411)
Spinning and doubling on the cotton and flax systems (412)
Weaving of cotton, linen and man-made fibres (413)
Woollen and worsted (414)
Hosiery and other knitted goods (417)
Lace (418)
Textile finishing (423)
Leather (tanning and dressing) and fellmongery (431)
Leather goods (432)
Fur (433)
Hats, caps and millinery (446)
Gloves (449/2)
Footwear (450)
Timber (471)
Wooden containers and baskets (475)
Miscellaneous wood and cork manufactures (479)
Manufactured stationery (483)
Manufactures of paper and board not elsewhere specified (484)
Linoleum, plastics floor-covering, leathercloth, etc. (492)
Brushes and brooms (493)
Miscellaneous stationers goods (495) and
Musical instruments (499/1)

Further announcements about other industries will be made in the future.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for June 1970 was 117. This represents an increase of 4 per cent on the index for June 1969, the base index being 100 in 1965.

All the main groups showed increases but the estimated volume of sales (adjusted for price increases) decreased by 2 per cent as compared with June 1969. The percentages indicated hereunder do not reflect adjustments for price increases.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast, 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week and percentage increase compared with a year earlier

1965 = 100

	All kinds of business		Food shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1969	114	4	125	6	107	3	104	4	109	3	108	2	104	3
1968 2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-3	92	-1	96	-12	104	-2	88	-4
2nd quarter	115	5	128	8	106	3	103	6	113	6	107	—	102	7
3rd quarter	111	4	120	5	106	3	96	3	110	7	113	2	95	2
4th quarter	121	5	127	1	117	7	125	9	116	11	110	6	132	6
1970 1st quarter	115	6	128	1	107	9	105	14	108	12	112	7	96	9
1969 June	113	9	124	8	106	9	104	2	120	15	103	9	105	16
July	116	5	121	7	113	4	104	8	116	7	120	1	100	5
August	113	3	125	8	105	—	92	—	110	5	115	-1	89	—
September	105	3	115	—	99	6	91	1	104	8	103	9	94	-1
October	113	3	123	1	107	4	108	6	114	4	103	—	112	11
November	115	4	127	—	108	7	123	12	106	7	102	5	106	3
December	135	7	130	2	137	11	144	7	128	23	126	12	178	6
1970 January	115	2	121	-1	112	4	114	8	120	9	115	3	87	-6
February	114	7	129	1	106	12	100	16	108	17	111	7	94	26
March	116	9	134	4	105	13	102	18	95	10	109	13	107	9
April	118	4	134	2	108	5	103	4	109	3	111	5	110	12
May	125	6	127	-2	123	11	125	16	118	4	129	14	100	-4
June	117	4	128	3	110	4	113	9	124	3	106	3	107	2

United Kingdom official reserves during August

HM TREASURY announce that after debt servicing payments of £16 million and a reduction of £4 million in obligations to the IMF, the United Kingdom official reserves fell by £18 million during August to stand at £1,147 million at the end of the month.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in July showed an increase of 10 per cent on a year earlier, compared with a decrease of 5 per cent in May and an increase of 6 per cent in June.

The value of stocks at the end of July was 3 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	- 3	..	..
1967	104	- 5	..	..
1968	108	4	..	..
1969	103	- 5	..	..
1968 3rd quarter	105	1	146	- 2
4th quarter	132	3	126	8
1969 1st quarter	88	-13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	- 4	157	8
4th quarter	124	- 6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	- 2	140	1
1969 July	76	- 8	149	12
August	93	- 3	153	7
September	131	- 3	157	8
October	141	- 4	139	3
November	118	-14	154	15
December	114	1	147	17
1970 January	60	- 4	140	8
February	92	3	154	8
March	119	6	161	5
April	103	- 5	146	2
May	92	- 5	151	2
June	95	6	140	1
July	83	10	145	- 3

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	June 1970	January-June 1970	June 1970
Women's knitted outerwear, blouses and skirts	5	—	-12
Women's coats, costumes, furs and raincoats	23	- 5	-10
Women's underwear	1	-11	- 1
Women's hose and children's socks	-21	-11	- 6
Women's millinery	28	- 3	- 9
Haberdashery, ribbons and wool	20	-13	- 3
Children's wear	- 9	- 4	- 5
Men's and boys' shirts, pyjamas and outfitting	8	5	-15
Gloves	48	- 4	- 3
Piece-goods and nets	14	-18	-19
Household textiles	34	-26	-18
Floor covering, furniture and hardware	20	11	3
Boots and shoes	5	5	-14
Total†	10	1	- 3

† Including some items not included among the sub-headings. ‡ Values at cost

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Production of man-made fibres in July

THE VOLUME of production of man-made fibres in July was 16 per cent more than in July 1969.

Total production by weight of man-made fibres in July was 24 per cent more than in July 1969 with output of continuous filament 9 per cent more and staple fibre 38 per cent more.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
1969 April	104·7	46·3	58·3
May	109·9	49·9	60·0
June	102·2	46·4	55·9
July	92·5	43·0	49·5
1970 April	116·3	49·9	66·4
May	113·8	50·7	63·1
June	113·0	48·4	64·6
July	115·1	46·9	68·2

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres

1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213

	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234
June	243	239
July	238	253

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Textile and clothing industries: orders and deliveries

IN THE THREE MONTHS ended June net new orders received by the textile and clothing industries were provisionally estimated to have been 8 per cent less than in the three previous months; deliveries were 1 per cent less. Since deliveries exceeded net new orders, order books at the end of June were 5 per cent less than at the end of March 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†
Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
1969	124		96		97	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	101	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter	124	131	82	95	93	96
4th quarter	124	124	99	90	99	95
1970 1st quarter	125	125	99	100	98	99
2nd quarter p	123	119	97	92	99	98
1969 April	135	135	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	100	105	106
July	133	132	80	97	87	94
August	128	132	75	92	89	95
September	124	131	91	98	102	100
October	125	129	107	89	104	94
November	127	124	112	91	105	96
December	124	124	78	88	87	94
1970 January	127	126	99	104	91	95
February	125	125	100	96	105	100
March	125	125	97	101	97	102
April p	125	124	100	90	101	96
May p	125	120	95	92	95	96
June p	123	119	96	95	101	102

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

'Economic Progress Report' for September

THE LATEST issue of *Economic Progress Report* was published on September 4.

It contains articles on the balance of payments accounts; economic statistics; and the monthly economic assessment.

'Economic Trends' for August

THE AUGUST ISSUE of *Economic Trends* includes an article by the Treasury in collaboration with the CSO and the Bank of England entitled 'A note of definitions of the money supply'. Its main purpose is to introduce two narrower definitions of the money supply (M1 and M2) which will be used in addition to the existing definition (M3) in future issues of *Financial Statistics*. As the article points out, the existing official definition of the money supply is too broad to be suitable for some economic work on the relationship between holdings of money and spending. A table gives runs of figures for the money supply on all three definitions in the period since 1963. A technical appendix to the article explains how the three series are calculated and discusses some of the problems of estimation involved.

This issue also contains a second article, 'International Comparison of Taxes and Social Security Contributions' and figures for United Kingdom net liabilities in sterling and other currencies at the end of the second quarter 1970.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:
Wheeled Tractors for June 1970
Paper and Paper Making Materials for June 1970.

Quarterly at 7s. 6d. a year post free:
Electric Lamps for Second Quarter 1970.

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18, on page 736.

Service and Distributive Series:

Monthly at £2 each a year post free:
Food Shops for July 1970
Clothing and Footwear Shops for July 1970
Durable Goods Shops for July 1970
Miscellaneous Non-food Shops for July 1970.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 to 1966, during the week ended Friday, September 4, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
People Helping People	Br/E 35045	28	September 2	Antony Barrier Productions Ltd.	Antony Barrier Productions Ltd.
The Perfumed Garden	Br/E 35046	15	September 3	Eagle Films Ltd.	Mira Productions Ltd.
Movietone News 2152	Br/E 34919	7	September 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2152A	Br/E 34920	8	September 4	" " "	" "
				FOREIGN	
Antonio Das Mortes	F 35041	95	September 2	New Cinema Presentations Ltd.	Claude-Antoine, Rio de Janeiro
Close To The Wind	F 35042	110	September 2	" " "	Omega Film AB, Stockholm
La Treve (The Truce)	F 35043	90	September 2	Amanda Films Ltd.	T.E.C., Paris
The Last Adventure	F 35044	102	September 2	Rank Film Distributors Ltd.	Societe Nouvelle De Cinematographie, Paris, and Compagnie Generale Finanziara Cinematografica, Rome
The Rage Within	F 35047	96	September 3	Eagle Films Ltd.	Daiano Film, Leone Film, Rome and Jadran Film, Zagreb

Government Publications

required by customers in North of England may be obtained quickly from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

National Food Survey: Household food consumption in the first quarter of 1970

THE MAIN RESULTS of the National Food Survey in the first quarter of 1970 are summarized in the accompany tables. The estimates are derived from records provided by a sample of 2043 households throughout Great Britain.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home was estimated to be 40s. 5d. per person per week, marginally less than in the previous quarter. Compared with the first quarter of 1969, expenditure rose by 1s. 4d. (3.4 per cent) mainly because of increased spending on processed meats, poultry, potatoes and bread. The increase of nearly 3½ per cent in average household food expenditure was about 1 per cent less than the increase in the general level of food prices paid by housewives and reflects a small change in the pattern of food purchases; over the year purchases of convenience foods continued to increase at the expense of other foods.

Average consumption of liquid milk was somewhat lower than that recorded throughout 1969, but purchases of other milk were maintained. Consumption of natural cheese was again greater than in the corresponding period of the previous year and has exhibited an upward trend for several years. The exceptionally low average consumption recorded for butter is probably in part the result of sampling variation, but there is some evidence that the demand at constant prices has been becoming weaker for some time. Purchases of margarine were at the same level as in the previous quarter and rather higher than a year earlier; there was no significant change in consumption of lard and compound cooking fats. Consumption of eggs, butter and preserves continued to exhibit downward trends.

Total consumption of meat, poultry and meat products in terms of product weight averaged almost 40 oz. per person per week, the highest level ever recorded. Consumption of carcase meat, however, was again lower than a year previously, owing to the continued decline in average purchases of mutton and lamb which, at 4.9 oz. per person per week, were at the lowest level for nearly 20 years. Pork consumption was maintained and there was a slight recovery in purchases of beef. Although the average price paid by housewives for each of the three carcase meats was about 4 per cent higher than a year previously, that for beef declined by 2 per cent, and that for lamb by 4 per cent, between the fourth quarter of 1969 and the first quarter of 1970. The average price of poultry also declined slightly in the first quarter of 1970 and was barely different from that of a year earlier, while consumption rose to a new high level of 5.2 oz. per person per week, including 0.2 oz. purchased already cooked. Consumption of bacon and ham (including cooked and canned) was maintained at 6.0 oz., and there were further small increases in consumption of sausages and other meat products. Total consumption of fish again fell slightly and in product weight terms averaged 5.3 oz. per person per week, the decline being in purchases of canned fish; purchases of cooked fish and of fish products were maintained, and a slight increase was recorded in average consumption of fresh and processed white fish.

Consumption of potatoes was at the same level as a year earlier but the average price of main-crop potatoes was 4.8d. per lb. compared with 3.6d. Expenditure on processed potatoes (excluding quick-frozen) continued to increase and rose from 3.6d. per person per week to 4.8d. over the year. Average prices paid for all varieties of fresh green vegetables were a little lower than in the corresponding season of the previous year and consumption rose from 9.5 oz. per person per week to 10.5 oz., most of this increase being in respect of cabbages and brussels sprouts. Consumption of other fresh vegetables (mainly root vegetables and onions), however, declined from 11.0 oz. to 10.0 oz. and purchases of quick-frozen vegetables were barely maintained; consumption of canned vegetables, especially canned beans, continued to increase. Average consumption of fresh fruit was 18.6 oz. per person per week compared with 20.4 oz. in the first quarter of 1969, the decrease being mainly in purchases of imported fruit, especially oranges and other citrus fruits, which were dearer than a year earlier. Canned fruit was also dearer and consumption fell from 5.4 oz. to 5.0 oz.; fresh apples, however, were cheaper and consumption rose from 6.1 oz. to 6.5 oz.

The increase in bread prices of 1d. per loaf on January 5 appears to have had no immediate effect on per caput consumption which, however, has been exhibiting a downward trend for several years. Purchases of cakes and pastries were maintained and there was no significant change in consumption of other cereals.

Consumption of tea averaged 2.6 oz., the same as a year previously, but purchases of instant coffee continued to increase.

Table 2, which shows the energy value and nutrient content of the average household diet and that of families with four or more children, differs from its predecessors in showing averages over the past three calendar years updated by an average covering the four most recent quarterly periods and indicates more clearly the long-term trends. These latest results show that all the changes were slight and that the recommended intakes were exceeded for all nutrients except vitamin D (see note (‡)).

Table 1. Estimates of average household food consumption

oz. per person per week†

	Year 1968	Year 1969	1st Quarter 1969	4th Quarter 1969	1st Quarter 1970
Total Household Food Expenditure	37s. 11d.	40s. 0d.	39s. 1d.	40s. 7d.	40s. 5d.
Liquid milk (pints)	4·82	4·89	4·99	4·93	4·67
Other milk (eq. pints)	0·37	0·36	0·37	0·35	0·36
Cheese	3·41	3·50	3·37	3·54	3·44
Butter	6·14	6·15	6·35	6·08	5·72
Margarine	2·81	2·78	2·80	2·88	2·87
Lard and compound cooking fats	2·08	2·08	2·24	2·24	2·23
Eggs: purchases (number)	4·43	4·41	4·43	4·41	4·36
consumption (number)	4·66	4·60	4·61	4·56	4·54
Preserves	2·79	2·67	2·76	2·65	2·65
Sugar	16·35	16·18	16·40	16·51	16·32
Beef and veal	7·76	7·70	8·20	8·46	8·31
Mutton and lamb	5·71	5·34	5·55	5·00	4·87
Pork	2·53	2·78	3·04	2·91	3·03
Bacon and ham, uncooked	5·15	5·11	5·19	5·10	5·22
Bacon and ham cooked (including canned)	0·94	0·94	0·83	0·91	0·77
Poultry and cooked chicken	4·81	4·93	4·86	4·91	5·19
Other cooked meat (not canned)	0·68	0·67	0·57	0·67	0·56
Other canned meat	2·28	2·43	2·33	2·37	2·62
Offals	1·37	1·31	1·51	1·39	1·45
Sausages, uncooked	3·70	3·68	3·68	3·75	3·80
Other meat products:					
Meat pies	0·78	0·77	0·66	0·73	0·82
Other	2·04	2·03	2·11	2·13	2·24
Fish, fresh and processed	4·02	3·73	3·88	3·73	3·79
Canned fish	0·86	0·79	0·67	0·68	0·58
Fish and fish products, quick-frozen	0·81	0·94	0·91	1·01	0·97
Fresh green vegetables	13·05	12·25	9·50	12·34	10·52
Other fresh vegetables	9·95	10·01	11·04	11·79	9·99
Quick-frozen vegetables	1·57	1·74	1·83	1·63	1·75
Canned peas	3·05	3·10	3·23	2·92	3·31
Canned beans	3·48	3·58	3·40	3·70	3·89
Potatoes: purchases	47·53	45·59	51·79	49·40	53·00
consumption	51·92	49·31	54·85	53·19	54·85
Citrus fruit	5·01	5·12	7·62	3·88	6·24
Bananas	3·27	3·46	2·96	3·03	2·71
Apples	6·39	6·72	6·13	8·54	6·46
Fresh tomatoes	3·98	4·10	2·28	3·64	1·94
All other fresh fruit	3·92	3·82	1·46	2·67	1·21
Canned fruit	5·59	5·70	5·43	5·56	5·02
Dried fruit, nuts and fruit and nut products	1·16	1·23	1·12	2·05	0·89
Flour	5·38	5·38	5·75	5·95	5·70
White bread	32·31	32·01	31·48	31·34	32·17
Brown, wholewheat and wholemeal bread	3·05	2·96	2·97	3·15	2·78
Other bread	2·95	2·77	2·65	2·76	3·07
Buns, scones and teacakes	1·36	1·28	1·39	1·34	1·41
Cakes and pastries	4·68	4·58	4·31	4·51	4·32
Chocolate biscuits	1·04	1·04	1·04	1·14	0·92
Other biscuits	4·80	4·77	4·50	4·74	4·52
Breakfast cereals	2·43	2·63	2·45	2·49	2·58
Oatmeal and oat products	0·58	0·54	0·72	0·79	0·65
Canned milk puddings	1·66	1·52	1·52	1·52	1·74
Tea	2·59	2·52	2·58	2·52	2·57
Instant coffee	0·36	0·38	0·36	0·42	0·43
Canned soups	3·08	3·19	4·11	3·75	4·41
Pickles and sauces	1·33	1·44	1·37	1·66	1·48

(†) Except where otherwise stated Source: Ministry of Agriculture, Fisheries and Food.

Table 2. Energy value and nutrient content of the diet as a percentage of recommended intakes (†) (annual and quarterly moving averages)

	National averages				Families with 4 or more children			
	Annual averages			Moving averages year ending Jan.-March 1970	Annual averages			Moving averages year ending Jan.-March 1970
	1967	1968	1969		1967	1968	1969	
Energy	109	108	109	109	101	99	102	101
Protein	128	127	126	126	116	115	114	113
Calcium	191	191	194	194	166	165	167	164
Iron	126	122	121	121	113	109	108	106
Vitamin A	202	203	199	198	199	197	199	198
Thiamine	126	133	122	122	122	123	119	118
Riboflavine	129	129	130	129	132	134	132	130
Nicotinic acid	185	189	190	190	170	174	181	179
Vitamin C	180	181	181	179	153	165	155	151
Vitamin D (‡)	93	90	84	84	62	64	59	58

†) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom.* Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.
(‡) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D, since they obtain all they need from the action of the sunlight on the skin

Vehicle production in July

THE MINISTRY of Technology have announced that the recorded figures for car and commercial vehicle production in the four weeks ended August 1, 1970, are shown in the table below. Because of the difference in the period covered as compared with last year, and the varying incidence of holiday shutdowns, the weekly average rates shown are not directly comparable with those for July 1969, and seasonally adjusted figures for the month will not be calculated until production statistics for the second holiday month, August, are available.

Since the last article on vehicle production (*Board of Trade Journal* August 12, page 345) amendments have been made to some of the production figures for June. These amendments are incorporated in the table. Revised seasonally adjusted figures for June will be shown in the next Vehicle Production article.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,757	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,340	19,759	13,581	8,335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9,828
December	5	148,045	79,908	68,137	29,609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	21,747	11,518	10,229	5,437

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

United Kingdom balance of payments 1959-1969

DETAILED ESTIMATES of the United Kingdom balance of payments for the years 1959-1969 are contained in the 'Pink Book'—*United Kingdom Balance of Payments* 1970 – prepared by the Central Statistical Office and published on September 4 (HMSO, price 15s. 0d.). As in past years, it gives estimates for the balance of payments revised in the light of the latest information available, and contains additional tables and commentary on certain aspects of the balance of payments. Summary figures are shown in the accompanying table.

PRESENTATION OF THE FIGURES

The balance of payments figures are being presented in a new form to focus attention on two measures which are of particular importance:

First, the familiar *current balance* (rather than on the 'basic balance' which has become less meaningful in recent years). The current balance provides an indication of the strength of the nation's external economic performance.

Second, the less familiar *total currency flow*. This shows the net flow resulting from all external transactions. Together with the allocation of Special Drawing Rights and the payment of gold subscriptions to the IMF, this is the amount available for adding to the reserves and reducing short and medium-term debt (or which must be financed by drawing on the reserves or by borrowing). The total currency flow includes all investment and other capital flows, whether long-term or short-term.

These changes were foreshadowed in a Parliamentary Answer on July 22 (*Hansard* column 151). The new analysis is on similar lines to the special analyses published in the March and June 1970 articles on the balance of payments in *Economic Trends*.

Current balance

The current balance shows whether the nation is paying its way abroad – i.e. whether there is an excess of current income over expenditure on overseas transactions. It provides a measure of how the nation is adding to or using up its net overseas assets. It brings together the 'visible balance' (exports and imports of goods) and the 'invisible balance' (trade in services, investment income and transfers).

Total currency flow

This figure shows the net result of all external currency flows which are reflected in official financing movements – changes in the country's reserves or in official borrowing drawn or repaid. It includes, in addition to the current balance, all investment and other capital flows, and the balancing item. The investment and other capital flows include investment into and out of the country, United Kingdom import and export credit, changes in the London-held balances of sterling area and non-sterling countries, and the transactions of United Kingdom banks in foreign currencies. The balancing item reflects errors and omissions in the estimates including unidentified changes in the timing of settlements – one element in so-called 'leads and lags'. The sum of the current transactions and of the investment and other capital flows, together with the balancing item, is equal to the total currency flow, which is known precisely by the Bank of England.

Summary 1959-1969

£ million

	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969
A. Current account											
Visible trade	− 117	− 406	− 152	− 102	− 80	− 519	− 237	− 73	− 552	− 643	− 141
Invisibles	+260	+141	+148	+214	+194	+124	+160	+116	+240	+324	+557
CURRENT BALANCE	+143	− 265	− 4	+112	+114	− 395	− 77	+ 43	− 312	− 319	+416
B. Currency flow and official financing:											
Current balance	+143	− 265	− 4	+112	+114	− 395	− 77	+ 43	− 312	− 319	+416
Investment and other capital flows	− 103	+291	− 310	+ 5	− 103	− 289	− 308	− 564	− 560(†)	−1,010(†)	+ 48
Balancing item	− 22	+299	− 25	+ 75	− 69	− 11	+ 32	− 26	+201	− 81	+279
TOTAL CURRENCY FLOW	+ 18	+325	− 339	+192	− 58	− 695	− 353	− 547	− 671	−1,410	+743
Gold subscription to IMF (–)	− 58	− 32	—	—	—	—	—	− 44	—	—	—
Total of above	− 40	+293	− 339	+192	− 58	− 695	− 353	− 591	− 671	−1,410	+743
Financed as follows:											
Official borrowing drawn (+)/repaid (–)	− 79	− 116	+370	− 375	+ 5	+573	+599	+625 (‡)	+556 (‡)	+1,296	− 699
Official reserves (drawings on, +; additions to, –)	+119	− 177	− 31	+183	+ 53	+122	− 246	− 34	+115	+ 114	− 44

(†) Includes EEA loss on forwards (–105 in 1967 and –251 in 1968).
(‡) Includes transfer of dollar portfolio to reserves (+316 in 1966 and +204 in 1967)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

Price **9s.** (*by post* 10*s.*). Annual Subscription **£6** including postage.
and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Board of Trade Journal Supplement, September 9, 1970

The battle against oil pollution at sea

A special report by Information Division,
Board of Trade

A tanker discharging oil at sea is detected by an RAF aircraft. Tankers will not be permitted to discharge any persistent oil from their cargo spaces within 50 miles of the nearest land when amendments to the International Convention for the Prevention of Pollution of the Sea by Oil are in force.

Oil pollution at sea is a world-wide problem. It particularly affects Britain because we import nearly 100 million tons of oil each year, and many of the tankers bound to and from refineries in North West Europe sail close to our shores.

The only satisfactory solution is to reduce the amount of oil getting into the sea – once it is there no cleansing method is fully effective or free from disadvantages. Hence the British Government has always played a leading part in international action to tighten operational controls. The Board of Trade's Oil in Navigable Waters Bill, now before Parliament, enforces recent international agreement on discharge and raises penalties for contravention. The Board has also tightened up the system for reporting on oil spillages at sea.

Since mid-1969, when it was made responsible for dealing at sea with oil threatening coastal pollution, the Board of Trade has been developing its organization for dealing with oil slicks and is about to take delivery of new equipment for this purpose. This supplement describes the causes and effects of oil pollution at sea; and the counter-action being taken by the Board of Trade and others.

New Board of Trade equipment for dealing with oil slicks was recently demonstrated in the Solent. Designed by Warren Spring Laboratory, the equipment is simple, cheap to make and can easily be fitted to and removed from any suitable vessel. Booms carrying spraying nozzles are attached to a mast assembly which 'clips' on the rail of the spraying vessel (centre). The nozzles spray the floating oil with low-toxicity dispersant (right). Wooden surface-breakers shown being assembled (left) are trailed behind the spraying nozzles to mix the treated oil into the sea so that it is broken down into small droplets which are unlikely to return to the surface.

Summary of action against oil pollution at sea

PREVENTION

The International Convention for the Prevention of Pollution of the Sea by Oil already forms the basis of law in all major maritime countries. New amendments, which will close the whole sea to polluting discharges of persistent oil and include a complete ban on discharges from tankers within 50 miles of land, will strengthen international law and make it easier to enforce.

The Oil in Navigable Waters Bill will bring the amendments into force so far as Britain is concerned and will strengthen existing law.

Masters of ships already have to keep records of cargo movements and disposal of oil residues. Masters of tankers will now be required to keep much more detailed records.

Board of Trade Surveyors make several thousand inspections of ships each year to check that they are complying with the law.

All major British ports provide special facilities so that ships' oily residues – a major cause of pollution – can be discharged in port.

The 'load on top' system, already adopted by 80 per cent of the world's tankers, greatly reduces discharge of oily residues into the sea.

Routeing of ships to prevent collisions in crowded waters.

Improved tanker design.

Better training of officers and crews of merchant ships.

Government control and supervision of conditions under which oil is searched for, produced and distributed round our coast.

DETECTION AND CLEARANCE

All British ships and aircraft, civil and military, required to report any oil pollution incident and any ships seen discharging oil.

All North Sea countries warn each other of major oil slicks.

New Board of Trade organization to detect, assess and if necessary take action against oil slicks threatening the coast.

New equipment for dispersing oil slicks, designed for the Board of Trade, will be held at 30 ports and tugs will be available for quick action when required. In Scotland some of the equipment will be fitted to fishery patrol vessels.

Local authorities, with advice and financial help from the Government, are responsible for dealing with oil on beaches and up to about a mile off shore.

LIABILITY

Tanker owners have set up a voluntary scheme which provides compensation for damage up to £4.2 million per incident.

A new international Convention, after entry into force, will allow victims of oil pollution damage to claim compensation from shipowners and insurers up to higher limits and in wider circumstances than at present. Britain is preparing the necessary legislation for introduction in the next Parliamentary session.

Progress is being made in international discussions to establish a compensation fund to supplement the Convention. The oil industry is playing a full part in these discussions.

PROSECUTION

In 1969 there were 80 prosecutions for unlawful discharge of oil, resulting in 77 convictions. One brought by the Board of Trade was the first successful prosecution of a ship for an offence committed outside territorial waters.

The Oil in Navigable Waters Bill will increase the maximum fine on summary conviction for an illegal discharge of oil from £1,000 to £5,000.

Captain R. A. Stephenson, a Principal Officer of the Board of Trade's Marine Survey Service, on the Red Funnel tender 'Calshot' which recently demonstrated new equipment for dispersing oil at sea. The Marine Survey Service plays a major part in the Board of Trade's organization for action against oil slicks threatening Britain's coastline.

WHAT CAUSES POLLUTION?

Some oil pollution is the result of accidents at sea: the 1967 'Torrey Canyon' disaster is the most spectacular example of this kind. But pollution resulting from ships engaged on their normal business occurs much more frequently. When empty of cargo most ships need to carry water ballast in their fuel or cargo tanks to give them stability. Oil tankers usually carry their cargo in one direction and return in ballast. This means carrying sea water in some of the cargo tanks and discharging it before the tanker is loaded again. Inevitably if the ballasted tank contained oil residues these would be discharged with the water and although the oil content of the discharge might be only about 0.4 per cent this could, in a large modern tanker, amount to some hundreds of tons.

Tankers leaving port with some tanks ballasted normally clean the other tanks in the early part of the voyage. These clean tanks can then be ballasted while the tanks which first contained ballast water are emptied and cleaned so that the ship arrives at its loading port with only clean ballast to discharge. But there is still the problem of getting rid of the oily water resulting from the cleaning operation and the original ballast water. As oil floats on top of water it is possible on a long voyage to rely on this natural process of separation and the bulk of the original ballast and cleaning water can then be discharged without polluting the sea. A residue of oil mixed with water remains and this must under existing law be discharged ashore, retained in the ship or discharged at sea outside the prohibited zones referred to on page v. There is no doubt, however, that oily residues are from time to time discharged illegally.

'LOAD ON TOP'

During recent years a new system for dealing with the oil residue from dirty ballast and cleaning water known as 'load on top' has been pioneered by Shell and adopted by most of the major oil companies. Under this system the oily residues remaining after the discharge of the bulk of the ballast and cleaning water are gathered

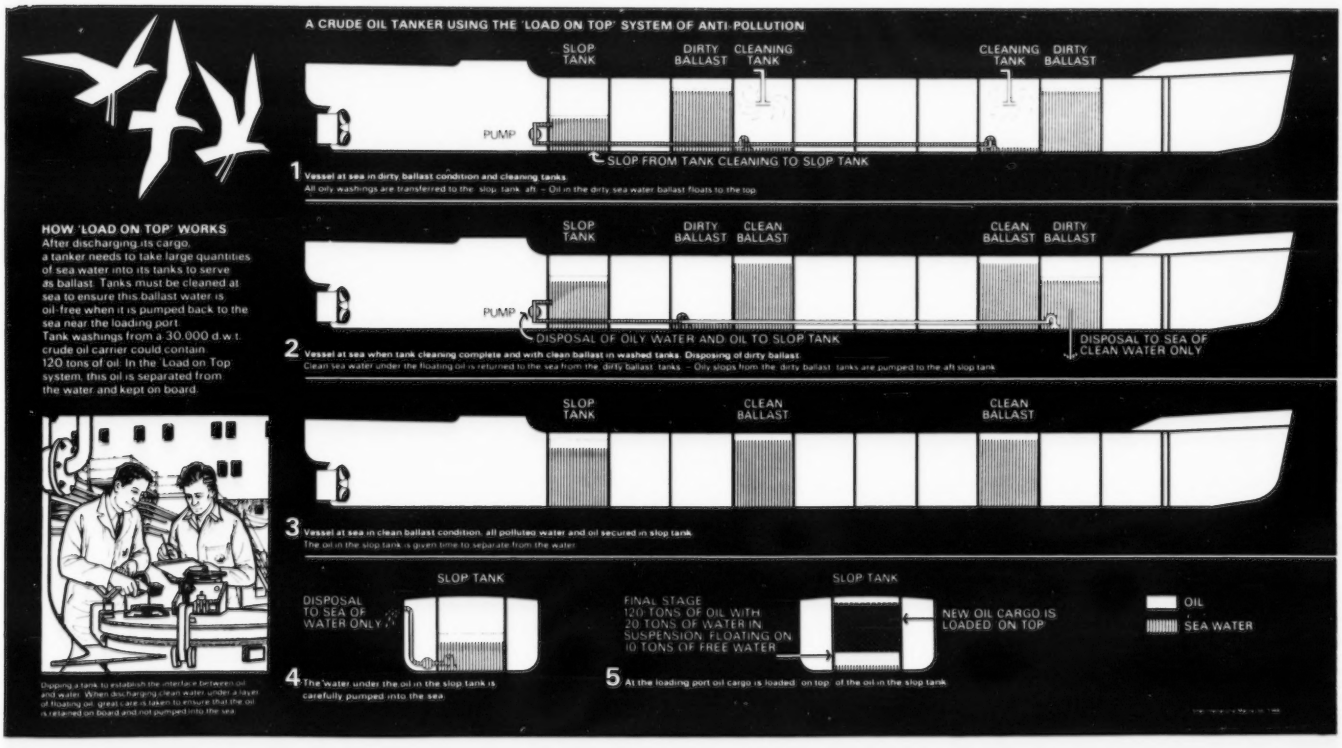

A CRUDE OIL TANKER USING THE 'LOAD ON TOP' SYSTEM OF ANTI-POLLUTION
HOW 'LOAD ON TOP' WORKS
After discharging its cargo, a tanker needs to take large quantities of sea water into its tanks to serve as ballast. Tanks must be cleaned at sea to ensure this ballast water is oil-free when it is pumped back to the sea near the loading port. Tank washings from a 30,000 d.w.t. crude oil carrier could contain 120 tons of oil. In the 'Load on Top' system, this oil is separated from the water and kept on board.
SLOP TANK
DIRTY BALLAST
CLEANING TANK
CLEANING TANK
DIRTY BALLAST
PUMP
SLOP FROM TANK CLEANING TO SLOP TANK
1 Vessel at sea in dirty ballast condition and cleaning tanks.
All oily washings are transferred to the slop tank aft. – Oil in the dirty sea water ballast floats to the top.
SLOP TANK
DIRTY BALLAST
CLEAN BALLAST
CLEAN BALLAST
DIRTY BALLAST
PUMP
DISPOSAL OF OILY WATER AND OIL TO SLOP TANK
DISPOSAL TO SEA OF CLEAN WATER ONLY
2 Vessel at sea when tank cleaning complete and with clean ballast in washed tanks. Disposing of dirty ballast.
Clean sea water under the floating oil is returned to the sea from the dirty ballast tanks. – Oily slops from the dirty ballast tanks are pumped to the aft slop tank.
SLOP TANK
CLEAN BALLAST
CLEAN BALLAST
3 Vessel at sea in clean ballast condition, all polluted water and oil secured in slop tank.
The oil in the slop tank is given time to separate from the water.
SLOP TANK
DISPOSAL TO SEA OF WATER ONLY
4 The water under the oil in the slop tank is carefully pumped into the sea.
SLOP TANK
FINAL STAGE
120 TONS OF OIL WITH 20 TONS OF WATER IN SUSPENSION FLOATING ON 10 TONS OF FREE WATER
NEW OIL CARGO IS LOADED ON TOP
5 At the loading port oil cargo is loaded 'on top' of the oil in the slop tank.
OIL
SEA WATER
Dipping a tank to establish the interface between oil and water. When discharging clean water under a layer of floating oil, great care is taken to ensure that the oil is retained on board and not pumped into the sea.

Diagram by courtesy of Shell International Marine

Combat Oil Pollution with

K H
& P

SPRAYING EQUIPMENT

KERSHAW HUGHES & PARTNERS LTD.
FALCON WORKS, 160 MATILDA STREET
SHEFFIELD S1 4QG Tel: 0742-25163
Night Calls 0742-302843

together in a tank (or tanks) known as the 'slop' tank (this may be a special tank or one of the cargo tanks designated for the purpose). After a period of settling in the slop tank more water can be discharged leaving a final residue of oil contaminated with salt water, on top of which the next cargo is loaded. Most refineries are willing to meet the cost of removing the salt and water and the system is now operated by 80 per cent of the world's tankers. The result is that nearly two million tons of oil a year are retained instead of being discharged into the sea.

EFFECTS OF OIL POLLUTION

Oil lies on the water until broken down by natural chemical and biological processes. Different oils behave in different ways, but there are two main categories – 'persistent' and 'non-persistent' oils. 'Non-persistent' oils, such as petrol, are highly volatile and evaporate quickly, leaving little or no residue behind them. The main problem of sea pollution is caused by persistent oils, which include crude oil transported in bulk for refining, and heavy fuel, diesel and lubricating oils which are used in the engines of most modern ships.

Persistent oils discharged into the sea usually spread on the surface in thin films so that a small quantity can quickly cover a very wide area in relation to its volume. It has been calculated that within 10 minutes one cubic metre of Middle East crude oil can spread to form a circle 48 metres in diameter. The volatile elements evaporate quickly after discharge and the residue tends to form an emulsion with sea water which can be difficult to disperse. In addition some oils form the waxy lumps which persist for a long time and are a familiar feature of polluted beaches.

Oil on the surface of the sea is extremely harmful to sea birds, especially diving species, but is virtually harmless to marine plant and animal life except when deposited in the inter-tidal zone – when it can foul and kill or damage many organisms. Many of the substances used for treating oil are in fact more harmful to marine life than the oil itself. Oil cast up on shore is not normally a hazard to human health, but it can spoil holidays, demand large expenditure on cleaning operations and threaten the livelihood of people working in the tourist industry.

INTERNATIONAL ACTION AND AGREEMENTS

The oil pollution problem has long been recognized as an international one and with the enormous growth in amounts of oil transported by sea the need for concerted action has become increasingly obvious. Great efforts have been and are being made by governments, oil companies and research organizations to prevent oil pollution of the sea both deliberate and accidental. Deliberate discharges are the subject of an International Convention (see below). Provision of shore facilities for the discharge of oily residue, the 'load on top' system, routeing of tankers in crowded waters, improved tanker design and higher standards of training for officers and crews of merchant ships have all helped to reduce the risk of pollution. The British Government also controls and supervises the conditions under which oil is searched for, produced and distributed around our coasts.

Governments have jurisdiction over all ships within their territorial waters, but on the high seas their jurisdiction is limited to ships flying their own flag. Since 1922 British law has prohibited the discharge of oil or oily mixtures into our territorial waters and harbours. But since much pollution originates on the high seas it is plain that the problem cannot be solved by national legislation. The British Government has taken the lead in seeking international agreement to limit oil pollution. As the result of British initiative a conference was held in London in 1954 at which the International Convention for the Prevention of Pollution of the Sea by Oil was drawn up. This convention – which now has 42 contracting countries – is the basis of the laws on oil pollution of all the major maritime countries. The Convention prohibited the discharge of persistent oil or a mixture containing 100 parts per million or more of such oil within prohibited zones of 50 miles from land and in wider zones in specially sensitive areas such as the North Sea and the Eastern Atlantic. It also obliged ships to carry an oil record book in which certain operations involving oil would be recorded.

RSPCA Inspector Griffiths of Penzance with oil-polluted sea birds found dead on the Cornish coast last March.

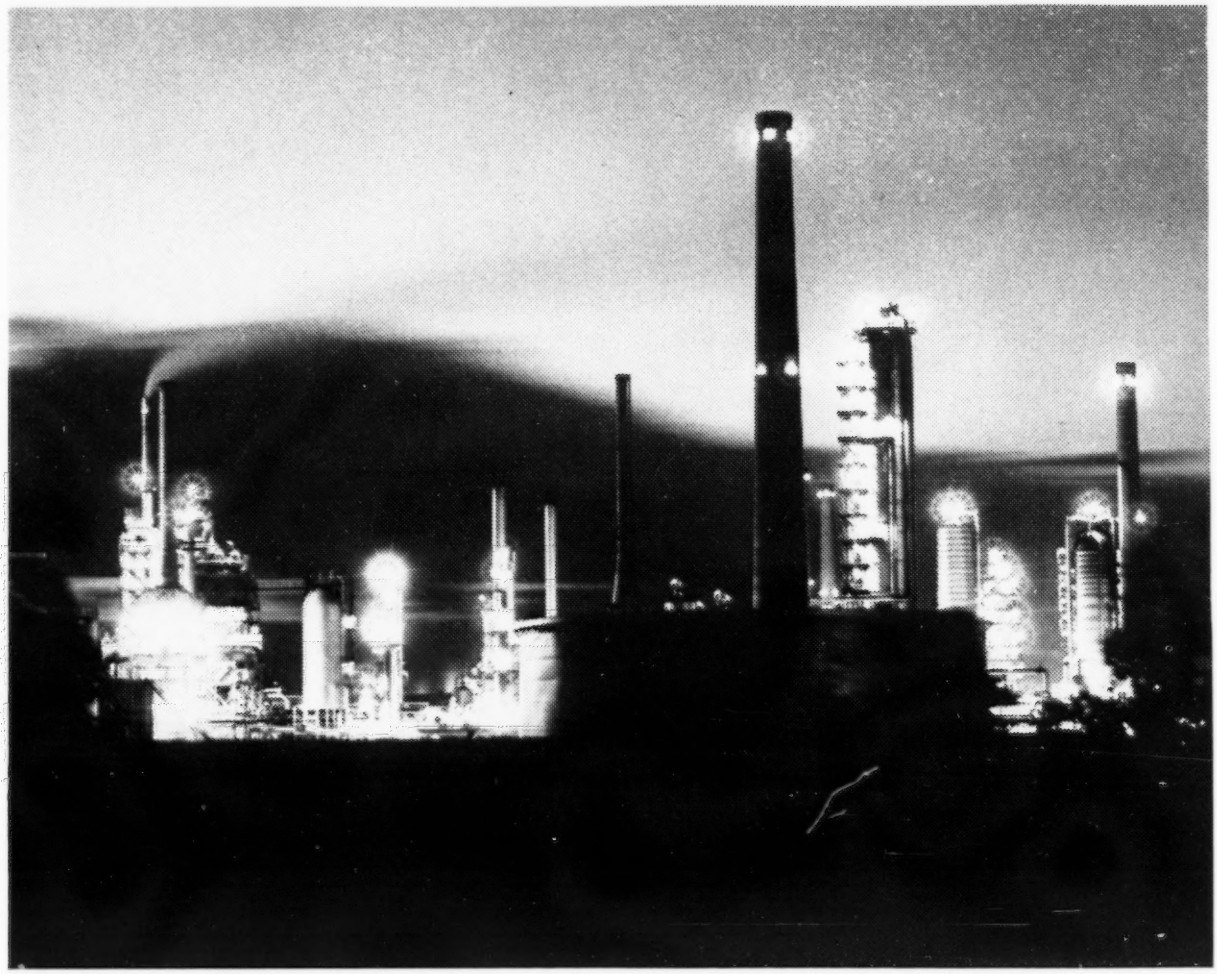
The 1954 Conference passed a number of resolutions, of which one of the most important declared that a complete ban on the discharge of persistent oils into the sea should be observed from the earliest practicable date. A further conference to review the working of the Convention was held in 1962. By that time the newly formed Intergovernmental Maritime Consultative Organization (IMCO), with headquarters in London, had taken over responsibility for the International Convention. As a result of this conference, also held in London, a number of amendments were made to the Convention. The prohibited zones were extended to 100 miles along many coasts, the Atlantic zone was enlarged and the whole of the North Sea became a prohibited area. Under another amendment new ships over 20,000 gross tons were forbidden to discharge oil or oily mixtures anywhere at sea and not only in prohibited areas.

BRITISH LAWS

The Oil in Navigable Waters Act 1955 put the 1954 Convention into effect so far as British ships were concerned. It also made it an offence for ships of any nationality and places on land to discharge oil of any kind into our territorial waters, the penalties being £1,000 on summary conviction or an unlimited fine on conviction upon indictment. The more stringent requirements in the 1962 amendments to the International Convention became law for British ships when the Oil in Navigable Waters Act 1963 came into force in May 1967.

ENFORCEMENT

In 1969 Board of Trade Surveyors carried out 2,267 inspections of ships to make sure that they complied with the requirements of the Oil in Navigable Waters Acts. There were 80 prosecutions



'My Brother's Keeper'

In his second Reith Lecture, Professor Frank Fraser Darling said: "Our world is too constricted now for any country or authority to ignore concern for the resources of a neighbour and to say 'I am not my brother's keeper'."

As an international producer on the largest scale of the oil products which are essential to modern life, Esso fully accepts this statement and tries hard to fulfil the obligations implied.

Here are some examples of Esso's efforts to limit its impact on the environment:

Under the Load on Top scheme, no Esso tanker discharges oily tank-washings into the sea, even in those areas where it is legally permitted.

Esso has its own comprehensive marine emergency plan including detailed provision for immediate action to tackle oil pollution at sea.

Corexit, a non-toxic clean-up agent for oil spills, is an Esso development.

In order to avoid even the possibility of damage to a pipeline, Esso patrols all its lines regularly by helicopter.

Esso is a pioneer in the incorporation of noise criteria in equipment specifications.

In research in its own laboratories, and in co-operation with government and official bodies, Esso is searching for solutions to automobile emission problems.

As Professor Darling also said: "Remember that, if the will of the people is ultimately that the environment of man should be clean and decent, it will be technology that will be our handmaiden in achieving it."

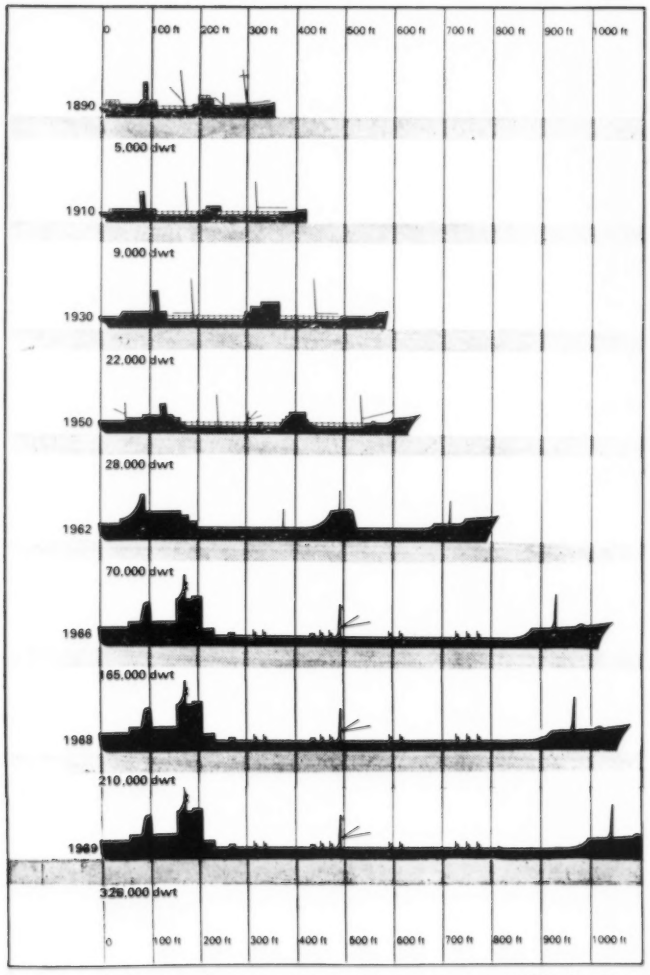
In its own field, Esso is developing that technology, and has the will to apply it.

ESSO

1969

McCann 8-1

A vast pall of thick black smoke marks the end of the 'Torrey Canyon', a tanker of 120,890 dwt which went aground 16 miles west of Land's End on March 18, 1967. Estimated spillage was 100,000 tons, her total oil cargo being 119,000 tons. The tanker broke up and was finally sunk by the Royal Navy and Royal Air Force.



The chart indicates the growth in tanker size since 1890. It shows that, in the last 3 years alone, the dead weight tonnage of the largest tanker afloat has doubled.

for unlawful discharges of oil, resulting in 77 convictions, compared with 62 convictions in 1968 and 59 in 1967. Three of the successful prosecutions were brought by the Board of Trade for discharges of oil from ships outside harbours. One of these was the first successful prosecution of any ship for an offence committed outside territorial waters. The remaining 74 successful prosecutions were undertaken by harbour authorities for offences within their waters.

Forty convictions related to offences by ships registered in the United Kingdom. Twenty-six convictions concerned offences by ships of foreign flags. The remaining 11 convictions concerned discharges of oil from installations on land. Fines imposed totalled £17,550 from which five awards totalling £792 were made towards the cost of removing pollution.

The primary aim, however, is avoidance of pollution rather than the punishment of offenders, and masters of ships entering United Kingdom waters are reminded from time to time by the Board of Trade about penalties for oil pollution and asked to observe operating procedures and precautions to ensure that oil is not discharged.

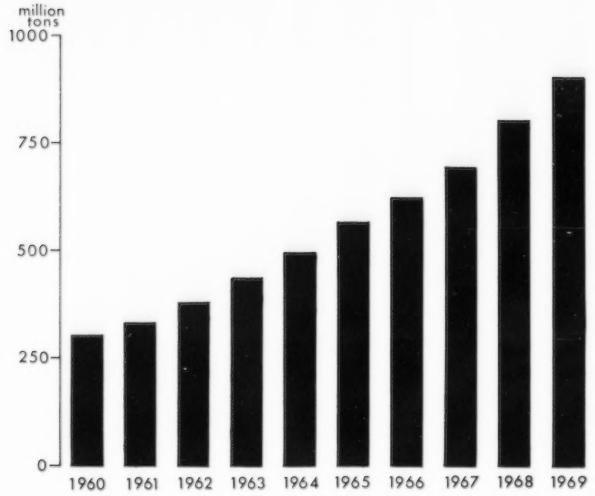
STRONGER MEASURES

The International Convention has helped to limit the amount of oil deliberately discharged by ships during operations. But there are still many ways of evading the restrictions – especially outside territorial waters. One of the main difficulties is that it is virtually impossible without a sample taken at the point of discharge to prove that oil has been discharged in a concentration of 100 parts per million or more. At the same time this criterion, even when observed, is not a sure safeguard against pollution. Modern tankers with their high pumping rates could keep below this limit but still cause substantial pollution by discharging when stationary or moving slowly. It is also difficult to prove that oil has not been discharged outside and then drifted into a prohibited zone or that the existence of the 'free' zones is not used as an excuse for discharging within prohibited zones. Although the 'load on top' system of tanker operation reduces pollution, it can involve a technical infringement of the 100 parts per million criterion. Because of these disadvantages the Board of Trade, with the help of the Ministry of Technology's Warren Spring Laboratory, decided to seek a better way of defining a pollution discharge. Experiments conducted by the laboratory showed that the amount of oil

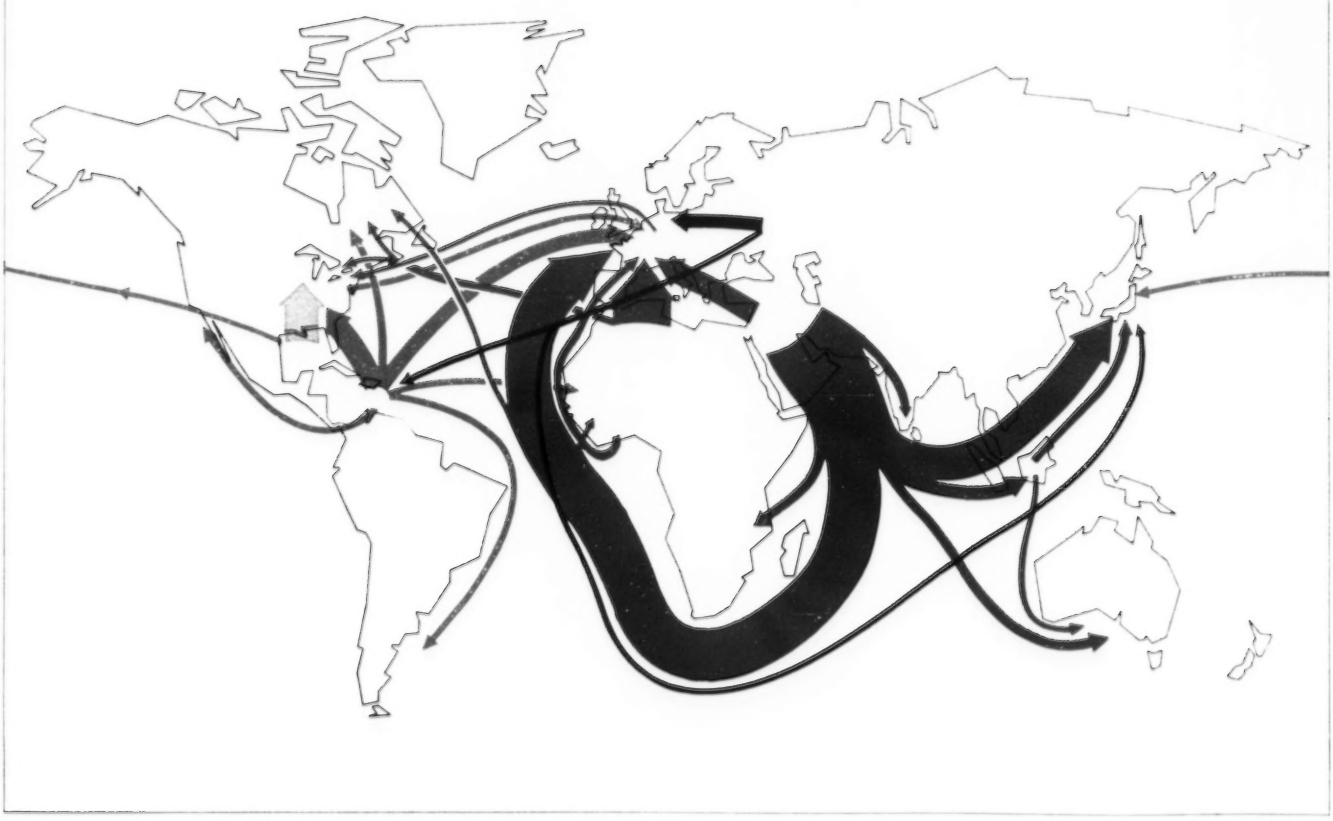
(*Continued on page x*)

GROWTH OF OIL MOVEMENTS BY SEA

World movements of oil by sea have more than tripled in the past decade.



MAIN OIL MOVEMENTS BY SEA



MAP SHOWING ORGANISATION FOR DEALING WITH OIL AT SEA

The Board of Trade's organisation for dealing with oil at sea is based on 30 selected ports which will hold sets of equipment and dispersant and where tugs will be available at short notice. Two fishery patrol vessels, permanently equipped for spraying operations, will be able to deal with spillages along the north coast of Scotland and round the Orkney and Shetland Islands.

discharged in relation to the distance travelled by the ship is more important than the concentration of oil in the mixture discharged in determing the amount of lasting pollution, and that it is possible to fix a limit on this basis which would give ships reasonable freedom of operation without causing harmful pollution of the sea.

The Government accordingly proposed to IMCO that amendments should be made to the Convention. These were adopted in a modified form in October 1969 and the amended Convention is expected to be easier to enforce. The whole sea will become a prohibited zone and there will be a ban on discharges of persistent oil which exceed the instantaneous rate of discharge of 60 litres of oil per mile travelled by the ship. There will also be a complete ban on the discharge of persistent oil from the cargo spaces of tankers within 50 miles of land. The amount of oil which may be discharged by a tanker on a ballast voyage will be limited to 1:15000 of its cargo-carrying capacity. Non-tankers will be subject both to the 60 litres a mile criterion and to the 100 parts per million limit since for these ships it is possible to fit oily water separators to reduce the oil content of discharges below that limit; the same will apply to discharges from the bilges of all ships. Tankers will also have to keep more detailed records on cargo movements and disposal of oil residues.

These amendments will come into force one year after their acceptance by two thirds of the contracting Governments. So far as Britain is concerned they will be accepted when the Oil in Navigable Waters Bill, now before Parliament, becomes law. The Bill also strengthens some of the provisions of the 1955 Act. For example the maximum fine on summary conviction for an illegal discharge of oil will be increased from £1,000 to £5,000.

Britain also intends to ratify, as soon as possible, a public law convention adopted in 1969 which relates to the right of a coastal state to intervene on the high seas when casualties to ships cause or threaten oil pollution damage.

LIABILITY FOR OIL POLLUTION DAMAGE

The 'Torrey Canyon' disaster of 1967 revealed that in cases of major oil pollution damage the ability of the victim to recover adequate compensation was unsatisfactory. As a result of British initiatives in IMCO since then, an international convention was signed by 20 countries in November, 1969, which would permit victims of oil pollution damage to claim compensation from shipowners and from insurers up to higher limits and in wider circumstances than at present. In particular the Convention permits clean-up and preventive costs to be included in claims. Britain intends to ratify this Convention and will introduce legislation to implement it in the next parliamentary session. Further, IMCO is now examining the possibility of establishing an international fund to compensate victims of oil pollution damage where the compensation payable under the 1969 Convention proves insufficient. Tanker owners have already set up a voluntary scheme which provides compensation for damage up to £4.2 million per incident although any international fund, if one is eventually agreed, will provide compensation to a considerably higher limit.

BOARD OF TRADE ORGANIZATION FOR DEALING WITH OIL AT SEA

Effective measures against oil poilution depend upon swift detection of serious oil slicks and prompt action to disperse them before they reach the coast. Since June 1969 it has been the responsibility of the Board of Trade to decide whether any reported oil slick seriously threatens the coast line and if so to arrange for it to be kept under observation and the oil dispersed if necessary. This interlocks with the system under which local authorities, with advice and financial help from the Government, are responsible for dealing with oil on their beaches and, so far as they are able, up to about one mile off shore.

In taking over its new responsibilities the Board of Trade was helped by the fact that it already had within its organisation two services, HM Coastguard and the Marine Survey Service, which cover the whole of the coastline. HM Coastguard were already involved in a reporting scheme for oil slicks which had been operating for some years and was intended primarily to give early warning to local authorities of oil threatening their beaches. This scheme was capable of extension, without difficulty, to meet the Board's new responsibilities.

All British aircraft and ships, civil or military, are now asked to report any accident or casualty to a ship likely to cause pollution, any oil seen on the sea and any ship seen discharging oil during operation. This information is passed via HM Coastguard or the Maritime Headquarters of the Ministry of Defence to Board of Trade headquarters and the appropriate Principal Officer of its Marine Survey Service.

If there is an immediate risk of oil coming ashore the information is also given to local authorities and Nature Conservancy. In accordance with an Agreement for Co-operation in dealing with oil pollution of the North Sea (the 'Hamburg' agreement signed in June 1969) reports on major oil slicks are also passed to other North Sea countries which may be affected.

There are nine Principal Officers, whose primary duties concern the seaworthiness, safe operation and manning of ships using our ports. Each has on his staff master mariners, marine engineers and naval architects. It is the responsibility of the Principal Officer in the area concerned to decide, in consultation with Board of Trade headquarters, what action to take when an oil pollution incident is reported. In this he can seek the help of the Ministry of Defence Maritime Headquarters at Plymouth and Pitreavie. These are the focal points for action by the Royal Navy and Royal Air Force. They can assess the likely speed and movement of oil slicks, arrange for observation by service aircraft and for service vessels when available to clear the oil. Maritime Headquarters normally act only on the authority of the Board of Trade but they have delegated authority to take action in an emergency.

Following a careful assessment by the Principal Officers of the resources available all round the coast the Board of Trade decided that the most suitable vessels for dealing with oil pollution at sea are ocean-going tugs, with medium-sized fishing vessels an acceptable alternative; adequate protection can be achieved if about 50 suitably equipped vessels are available at strategic points round the coast (see map on page ix). The equipment which the vessels will use is described below.

METHODS OF DEALING WITH OIL POLLUTION

Dealing with oil pollution is not one problem but many. The variations are almost endless. Amount, location, type of oil, length of the time since it was discharged, tide, current, wind and temperature—all these affect the behaviour of oil in the sea and must be taken into account in deciding what action is best.

Much research has been done and many methods of dealing with oil at sea, in harbour and on beaches, have been devised. These include booms to contain spills, burning or sinking the oil, skimming devices, absorbents, detergents and dispersants. On the open sea, however, the choice almost invariably lies between leaving the oil to disperse naturally and treating it with a substance which will disperse or sink it. Frequently the first course is to be preferred if the oil presents no immediate threat to coastal amenities since oil floating on the surface of the sea does little harm, except to sea birds, whereas most of the available methods of treating it carry at least a risk of doing more serious damage to wild life or fisheries.

Where oil has to be cleared up at sea the most effective method in the opinion of British experts is to disperse it. This is done by spraying the oil with a suitable chemical usually consisting of a hydrocarbon solvent and an emulsifier, and then stirring the treated oil into the sea. The effect of the emulsifier is to permit the oil to be broken down into small droplets. These droplets, if mixed with sufficient volume of water, are unlikely to return to the surface. At the same time the very great increase of the surface area of the oil exposed to the microbes in the sea speeds up the process of microbiological degradation, so that fairly quickly the oil becomes more dense than sea water, loses its oiliness and sinks to the ooze at the bottom.

This method was used at the time of the 'Torrey Canyon' incident. The need to agitate the treated oil was appreciated, but at that time the agitation was usually provided by stirring the treated oil

An aerial view of the oil tanker 'Narica', 115,306 dwt built by the Swan Hunter Group, Wallsend-on-Tyne, in 1967 for Deutsche Shell A.G. Major oil companies take every precaution to prevent oil spillage and most modern tankers are as immaculately clean as passenger liners.

with water from fire hoses, or by relying on the agitation of the propellor of the spraying boat. By the time the Board of Trade assumed responsibility for dealing with floating oil a mile or more from the shore the limitations of this method of agitation were realised and in the process of developing equipment for the Board's use a better method was discovered.

BOARD OF TRADE ANTI-POLLUTION EQUIPMENT

The equipment required by the Board of Trade had to be simple, easily fitted and removed, suitable for a range of vessels and capable of operation by crew members with a minimum of instruction and supervision. At the Board's request the Warren Spring Laboratory carried out a long series of experiments: first to determine the most effective way by which the dispersant could be distributed over the sea; and second how the treated oil could be mixed into the upper surface of the sea.

The problem of spraying was fairly simple, as a great deal of work has been done on spray jets and nozzles for agricultural and industrial purposes. It was merely a case of selecting the best for the purpose. It was, however, important that the equipment should be suitable for a range of vessels and should require no structural alterations in the vessels to which it was to be fitted. The Warren Spring Laboratory equipment achieves this by attaching the booms carrying the spraying nozzles to a mast assembly which almost literally 'clips' on to the rail of the spraying vessel and which can be assembled and removed quickly using unskilled labour.

Experiments carried out on tugs, using their own high pressure fire-fighting water jets, showed that the amount of mixing that could be obtained in this way is limited. Further experiments were therefore carried out to discover what type of mechanical device would produce the most effective mixing. This needed to be as simple as possible and yet to provide the most effective mixing possible without using too much power. It was eventually found that a simple surface-breaker made of wood and carefully arranged so that it planed over the surface was the most effective. The design and construction, in particular the method of connecting the separate units together and towing from the vessel, were all the subject of long and careful experiments carried out at sea. The length of the spray boom too was carefully considered and finally decided on the basis of the most likely amount of rolling which the tug might experience under the worst conditions.

The pumping equipment which is mounted on a self-contained baseplate with a tubular carrying frame, is designed to spray at approximately 20 gallons per minute, irrespective of whether one or both booms are used. If the oil is very thick the tug can run more slowly and if necessary can attack a very thick slick by approaching it from one side only with the other spray boom turned off. With a tug running at 10 knots, spraying with both booms over a 60 ft. width of sea, about one-eighth of a square mile can be treated every hour. Contracts have been placed and the equipment will be ready for use later this year. The thirty selected ports shown on the map will hold sets of equipment and stocks of dispersant, and arrangements are being made for hiring tugs at short notice when required. In Scotland the Department of Agriculture and Fisheries has agreed that two fishery patrol vessels should be permanently equipped for spraying operations. These will be able to deal with oil spillages along the north coast of Scotland and round the Orkney and Shetland Islands.

In the past most chemicals used against oil pollution have had toxic effects and some can be almost as damaging to wildlife as oil itself. But low-toxicity detergents have been developed and one of these will be used with the new equipment. Board of Trade Principal Officers will consult the Nature Conservancy, fisheries organizations and others for expert advice about areas where de-

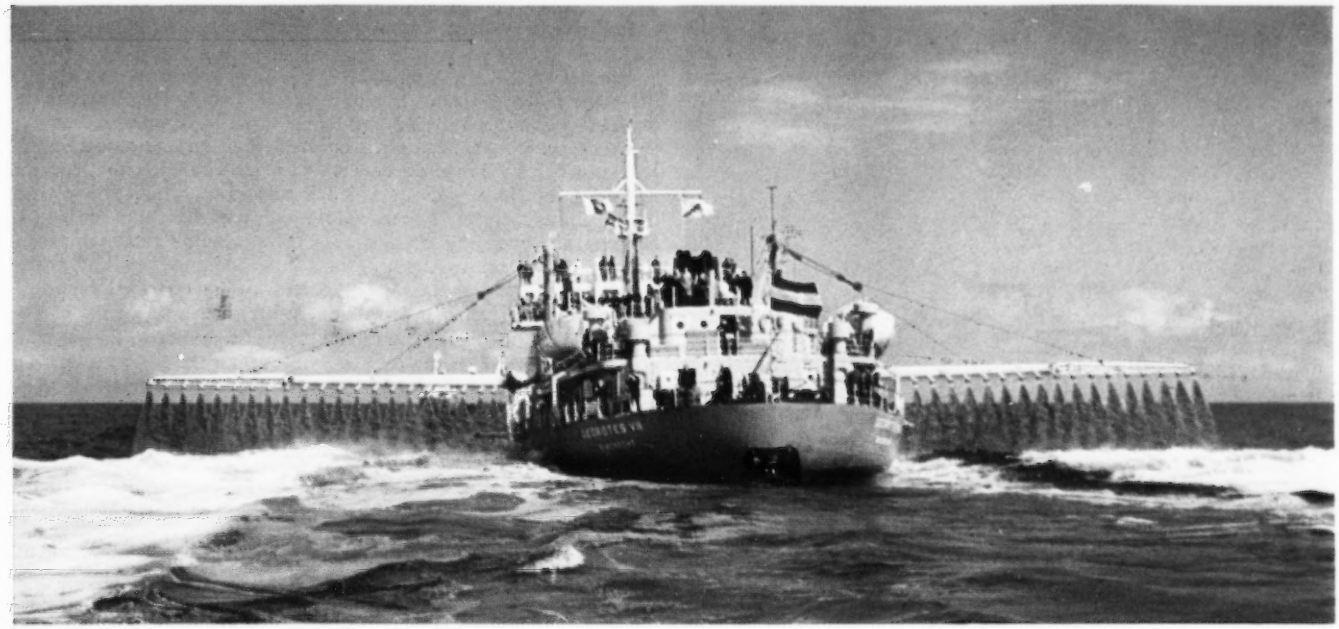
Suppliers to the Ministry of Technology of Steel Wire Ropes

LIFTING GEAR MANUFACTURERS and TESTERS
SITE INSPECTION

Contact:

01-481 8931

W. BADGER LTD.,
48 EAST SMITHFIELD, LONDON E.1



The Dutch dredger 'Geopotes VII' carried out a full-scale test of the Shell Sand Sink method for dealing with oil slicks in April, 1970. Sand treated with chemical was sprayed onto the oil to sink it to the bottom. Preliminary tests indicated that much of the oil remained sunk. When fully proved, this could be an effective method of dealing with major oil spillages in the open sea in areas where sand is accessible.

tergent should not be used at all. An interdepartmental committee under Board of Trade chairmanship will also provide scientific and other expert advice. When the scheme comes into full operation later this year a spraying vessel should be able to be on its way to the scene of an oil pollution incident within four to six hours of its being reported and to deal with some 150 tons of oil in a day. For a more serious incident the Board of Trade will call up further vessels and equipment from other parts of the coast. In the meantime useful work has already been done using the prototype equipment, especially in clearing oil spilled as a result of a collision between two ships in the Bristol Channel in April this year.

It will not be practicable or economic to deal with the many minor oil slicks which are reported and which usually disperse harmlessly. Action will normally only be taken when substantial spillage, threatening serious pollution, results from a casualty to a tanker or a similar incident. The Board of Trade's activities will therefore complement, and not supersede, the plans being made by local authorities for dealing with oil pollution of their beaches and inshore waters. These plans will continue to form an integral part of the total United Kingdom effort to keep its beaches free from oil pollution.

The Board of Trade's preparations are geared to an 'average' spillage of some hundreds of tons rather than the exceptional incident like the 'Torrey Canyon'. If another disaster of this kind occurred the Board would of course commit all the resources it could muster but it would be too much to hope that even if 50 tugs were deployed the oil would obligingly remain at sea for the three weeks which, even in ideal conditions, might be needed to clear it up. The Board would therefore seek assistance from all available sources, including the Royal Navy and suitably equipped local authorities. The possibility of seeking other kinds of help, such as the use of the Dutch dredger 'Geopotes VII', which uses a method (developed by the British and Dutch Shell companies) of sinking oil by spraying it with chemically treated sand would certainly not be ruled out.

LOOKING AHEAD

We are now better equipped than ever before to deal with oil pollution at sea. The Board of Trade has set up the organization for swift detection and assessment of oil threatening the shore and will soon have the equipment for dealing with serious oil slicks round Britain's coastline. Even more important, the Government will continue to play a leading role in negotiating international agreements to prevent pollution and to detect and prosecute offenders. It will also continue to seek ways of preventing, or mitigating the consequences of, accidents to ships which might result in oil pollution.

The problem is not yet solved and some accidents will always happen. But in European Conservation Year we are moving nearer to our goal – the complete avoidance of pollution by the deliberate discharge of persistent oils into the sea.

Letters of appreciation

Below is a selection of extracts from letters of appreciation received from United Kingdom companies by official posts overseas and the Export Services Division of the Board of Trade.

CANARY ISLANDS

One of our overseas sales engineers, Mr. M. K. Westlake, has now submitted his report on his recent trip to the Canary Islands. We have now made contact with various potential agents in the Islands and I am quite optimistic that we shall appoint one or two to handle our various ranges of equipment.

Mr. Westlake has informed me that the work that he has done during his short stay in the Canaries, was materially aided and helped by the very generous assistance that you gave him the whole time that he was working and I would like to thank you for the time and effort that you gave to Mr. Westlake and my company. It is indeed most pleasant to be able to write a letter like this, especially as there appears to be definite possibilities of reasonable fruits coming from our joint efforts.

James Bird, marketing director,
Petbow Ltd.

VENEZUELA

I am most grateful to you for all the assistance which I received from you and your colleagues during my very short stay in Caracas. Without the sort of help you provided, the task of assimilating the project, getting to know people and generally getting around would have proved impossible in the short time available.

David Harries, director,
The Mitchell Construction Kinnear Moodie Group Ltd.

COLOMBIA

At the recent British Engineering Week held in Bogota you will no doubt recall that we were represented by Mr. Roth, marketing manager, and Mr. Hale, both of our Turnkey Division.

Mr. Roth has informed me of the sterling work performed by you and your staff in connection with this event. In particular, he has told me about the extremely well organized reception, when your staff were most attentive in ensuring that he was able to talk to people of importance, and of the luncheon, when he met senior Government Officials.

It is very evident that the Embassy staff worked willingly and selflessly – far beyond the bounds of normal duty.

J. Brennan, managing director,
Scientific Control Systems Ltd.

INDIA

Many thanks for your further two letters, providing information on the types and prices of commercial explosives currently marketed in India.

I would like to thank you once again for all the work you have undertaken on our behalf in this matter.

We now have a clear picture of the market for our products in India but if you come upon any information in the future that you consider would be useful to us, I would be very grateful if you would advise us accordingly.

R. L. Parrick, export manager,
Explosives and Chemical Products Ltd.

FEDERAL REPUBLIC OF GERMANY

The British exhibitors particularly asked that I should write and thank you for your interest in, and continued support for, our joint venture.

The treasurer of the SBBNF, Mr. H. J. Lincoln, expressed the unanimous appreciation of Mr. ————'s untiring efforts on our behalf. May I also extend our thanks to those members of the Commercial Section of the Consulate who contributed to the success of the venture.

P. V. Wagstaffe (for Guy Dixon, export promotions officer),
The Ship and Boat Builders National Federation.

I would only again like to repeat what I said over the telephone, namely that H. E. Sir Roger Jackling was certainly right when, during a recent luncheon, he told me of the exceptional efficiency of the Commercial Department of our Consulate in Berlin.

May I again thank you very much for your tremendous assistance in this matter.

K. C. Korn, European divisional export manager,
Laughton & Sons Ltd.

We wish to thank you for your very considerable assistance during our protracted negotiations with ———— in Stuttgart.

Your excellent knowledge of English and German enabled many difficult points during our negotiations to be materially assisted. Both Mr. Johnson and the writer feel you contributed in no uncertain manner.

R. McEwan, director,
Clyde Structural Steel Co. Ltd.

BURMA

I should like to thank you most sincerely for the prompt and fully detailed reply you sent to my letter.

Although development of business will obviously not be easy, it is clear from your reply where our efforts should be concentrated and this is of considerable assistance.

P. F. Higgins, export manager,
Automotive Parts (London) Ltd.

AUSTRALIA

I wish to thank you for your assistance during my brief visit to Perth. Largely due to your help, I consider I was able to form a full appreciation of the market, electrically. I will let you know in due course how my contacts develop.

G. J. R. Ellison, director,
George Ellison Ltd.

I should like to thank you most sincerely for the courtesies and co-operation extended to me during my recent visit to your offices in Melbourne.

I promised to give you details of my final decision and I am as a result extremely pleased to confirm that I was able to reach agreement with Messrs —— to represent Trebor and Sharps products on an exclusive basis throughout Victoria and Tasmania.

Once again accept my very sincere thanks for the co-operation and interest taken in both our company and its products during your service in Melbourne.

I. G. Gibson, deputy export manager,
Trebor Sharps Ltd.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Board of Trade (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Crack a Brazilian nut, let VARIG solve your Air Freight problems to South America. VARIG Brazilian Airlines first-class Air Cargo Service offers shippers a weekly capacity of 200 tons, including two services from London (Heathrow) every Friday and Sunday.

Crack a nut...!

From London 09.30 hours every Sunday by VARIG fully palletised all-freighter Boeing 707-341C, flight R.G.881—destination Lisbon, Rio de Janeiro, Sao Paulo, with connecting palletised services to Montevideo, Buenos Aires, Santiago, Lima and other principal cities in South America. Sunday departure ensures Monday delivery. This service offers specialised Consular documentation and bulk unitization charges with up to a 30% saving.

Whether it's nuts or bolts or machine spares, let VARIG's first-class Air Cargo Service help you increase your share of the valuable Latin American Market by making sure your freight consignments arrive safely and on time.

Call your nearest Cargo Agent or VARIG office for further information and immediate reservations.

FIRST CLASS VARIG AIR CARGO SERVICE

VARIG
BRAZILIAN AIRLINES
cargo

FLIES TODAY TO MEET TOMORROW

CARGO RESERVATIONS: ENQUIRIES
LONDON (Heathrow) Airport Room 54/1 Agents Building 521 Cargo Terminal, 01-759 7035
Telex 934317 & Sita/Cables, Variglines London
LONDON Cargo Sales/Administration 235 Regent Street, London W.1. 01-734 9241 Telex 24686
& Sita/Cables, Variglines London
GLASGOW 49 West George Street, Glasgow C.2/041-221 5708
Telex 778291 & Sita Cables, Variglines Glasgow

Exhibitions and Fairs

Air traffic control plans for the future on view at Farnborough air show

THE THEME of the Board of Trade's National Air Traffic Control Services stand at this year's Farnborough SBAC air show, September 7-13, is 'Air Traffic Control – Past, Present and Future'.

The stand illustrates the tremendous growth in the volume of air traffic over the past 30 years and shows how the NATCS are meeting this development, and how they are preparing for the even greater amount of air traffic which will take place during the '70s.

The display comprises three sections. The first, 'PAST', portrays some early, and by today's standards, primitive methods of air traffic control as used in the twenties and thirties.

The 'PRESENT' section shows air traffic control as it is today and includes a model of the air routes structure over the United Kingdom showing the air lanes in and out of our major airports. There is a live radar display of the London terminal area showing aircraft movements actually taking place. In the same section is the Aerodrome Surface Movement Indicator (ASMI) showing the control of traffic on the ground at Heathrow. This is highlighted by a continuous 360 degree picture presented on a display screen.

In the 'FUTURE' section, visitors will see a live demonstration of Computer Assisted Approach Sequencing (CAAS) which is planned to achieve the optimum landing rate and utilization of runways and thereby reducing airport traffic delays to a minimum. A particular item of interest here is the 'touch display' system which enables the operator to 'converse' with the computer through an infinitely variable keyboard related directly to the output display.

A section of the stand is devoted to Eurocontrol whose exhibit is a display depicting the European Air Space (25,000 feet and above over the United Kingdom) in which air traffic services have been entrusted to the care of the Eurocontrol Organization by its member states.

The stand was produced by Central Office of Information for the Board of Trade in conjunction with its own Information Division and the College of Air Traffic Control and Evaluation Unit of the NATCS.

More than 20 of Germany's leading clothing manufacturers competed at the Cologne Men's Wear Fair (Internationale Herren-Mode Woche) on August 28-30 for a hand-made silver replica of the Woolsack presented by the British Wool Textile Export Corporation. The Woolsack, which is in the form of a cigar box, was presented to the clothier who, in the view of three international men's fashion writers, had produced a suit in British wool cloth which received top marks for general appearance, saleability and style. The presentation was made by Mr. W. P. Bulmer, chairman of the Export Corporation. The award went to Regent OHG of Weissenburg, and in the picture are (left to right) Mr. M. Aisenstadt (director), Mr. Bulmer, Mr. H. Barig (director) and a model wearing the winning suit.

The 'Magnificent Seven' at Los Angeles jewellery show

A report from B. V. Bull, British Vice-Consul (Commercial), Los Angeles

A SMALL GROUP consisting of seven British companies took part in the first joint venture at the Pacific Jewellery Show, held at the Ambassador Hotel, Los Angeles, from August 16-18. The event, which attracted nearly 200 exhibitors was sponsored by the California Retail Jewellers' Association, whilst the British joint exhibit was organized by the British Jewellery and Giftware Federation, in collaboration with the Board of Trade. The British contingent consisted of Richard Crane & Associates; Barker Ellis Silver Co. Ltd., Joseph & Pearce; M. Kutock; Manhattan Products (Birmingham) Ltd.; Overseas Gems Ltd.; and B. K. Sarin.

Whilst American, Swiss, Middle East and Far Eastern manufacturers or their distributors naturally dominated this trade event one of the most rewarding aspects of the joint venture was that a fair percentage of the participating British firms reported satisfactory results. Moreover some made good use of the opportunity provided to widen their circle of contacts in the California market and to establish a closer relationship with potential buyers.

Experience has shown that orders actually taken during a three-day event of this kind do not necessarily reflect the amount of business likely to be transacted in the long term and this observation applies particularly to the fine jewellery trade.

Known for fine gems

Special mention should, however, be made of the success achieved by B. K. Sarin and Overseas Gems Ltd., both of whom are well known in the United States for fine gems of exceptional quality.

Further successes were also scored by M. Kutock, who displayed Tourmaline and Amethyst for use in reproduction Victorian earrings and rings, whilst Mr. F. M. Klonin, chairman of Manhattan Products (Birmingham) Ltd. took some useful orders for his firm's key fobs, cufflinks and enamelled badges.

Results achieved by the British exhibitors varied considerably, some as reported earlier being satisfied with the orders and promising inquiries received, whilst others expressed disappointment with the results attained.

On the whole, however, the effort was worthwhile and I am hopeful that the industry will return to the area again next year and achieve greater success as a result of the experience gained from this introduction to the California market.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Mr. Andrew Franklin (right), British Consul-General, Los Angeles, is seen here discussing one of the items of silverware with Mr. Peter Ebner (left) of Barker Ellis Silver Co. Ltd., and Mr. Bernard Bull, Vice-Consul (Commercial) during the Pacific Jewellery Show in Los Angeles. *(Report on page 545).*

Orders from France, Germany, Canada, and Hong Kong placed at International Gifts Fair

BUYERS AND visitors from 59 overseas countries attended the second International Gifts Fair in London (August 17-20). They were among the 10,000 visitors who passed through the Earls Court turnstiles to visit the fair, which housed the products of some 250 companies.

By the close of the exhibition, many exhibitors expressed surprise at the amount of export business they had transacted. Liverpool Road Pottery announced orders from France, Canada and Germany, taken in the first two days, for 8,500 pieces of their Mr. Nosey – an appealing little china dog with a permanently wet nose for damping stamps, labels and envelope flaps.

Another company reported that, for the first time at any exhibition, they had taken more export than home orders, including orders from Hong Kong for hand-made leather goods.

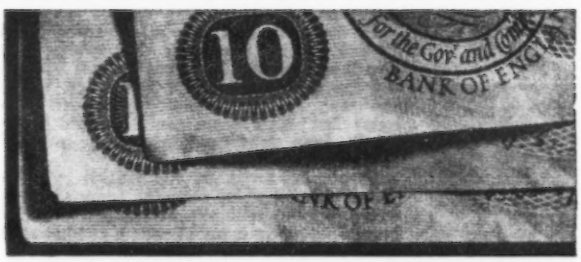
One of the exhibition features was the Gift Palace, a consortium of 19 companies with a mutual interest in promoting good design in mass-produced items, who had co-operated to produce an attractive group of stands of high calibre.

During the fair, awards for Commendable Effort in Exporting were presented on behalf of the Export Council for the Gifts Industry to Mr. Geoffrey Buggins, managing director, Thwaites & Reed Ltd., London-based clock manufacturers, and Mr. Harry Wilkins, managing director, Lyndalware of Stockport, manufacturers of table mats, trolleys and occasional tables. The presentations were made by Mr. Peter Tennant, director general of the British National Export Council.

At the close, the organizers announced that next year the fair would for the first time open on the Sunday, following the precedent established by International Gifts Fair Blackpool. The fair will again take place at Earls Court, from Sunday, August 8 to Thursday, August 12, 1971.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*



Save big money on European exhibitions.

SAVE ON INSURANCE AND DAMAGE
Because your stand isn't shipped there's no risk of dock damage, virtually no risk of theft. So the cost of insurance is greatly reduced.

SAVE ON TRANSPORT
Gielissen NV design and build your stand in Holland, in a vast works at Eindhoven. So you pay no shipping bills and very reasonable prices for road transport. It's amazing how many exhibition centres are within 400 miles of Eindhoven. Look at a map and see.

SAVE ON YOUR TIME
Gielissen are a complete international exhibition contractor, one of the biggest in Europe. There's a department for everything – design, photography, construction, exhibition personnel, transport, the lot. Gielissen do everything.

SAVE ON STRIKES
Gielissen just don't have strikes. And because you are not using the docks you can forget their troubles. If you call in Gielissen for your next European exhibition you'll get the stand you want, where you want it, and when you want it. Call us in London and we'll tell you more about it.

SAVE ON PAPER WORK
Because Gielissen do everything, you don't have to hire designers, photographers, copy writers or building contractors yourself. You write just one order, pay just one invoice.

Ask Gielissen N.V. to look after you, and after everything.

GIELISSEN N.V., Zoutstraat 2, Eindhoven, Holland.
Sole Representative in U.K. A. W. Mennes Esq.
Managing Director, GIELISSEN LTD. 653, Grand Buildings, Trafalgar Sq., London W.C.2. Tel: 01-930 6638.

Export opportunities at Yugoslav Agricultural Fair in 1971

THE NOVI SAD Agricultural Fair is reckoned to be second only to Verona in importance in Europe. Held annually in early May in Novi Sad, about 50 miles from Belgrade and the capital of the Vojodina, this fair attracts not only all the main agricultural interests in Yugoslavia who as a result expect to meet their foreign suppliers there, but also visitors from other European countries, particularly from Eastern Europe.

Of the 500 firms who participated in 1970, about half were non-Yugoslav, including 72 from West Germany and 23 from Britain.

Provided proper preparations are made in advance, including forewarning potential customers of an intention to participate, the fair can offer British firms an unparalleled introduction to the Yugoslav market.

The last decade has seen important changes in the structure and importance of Yugoslav agriculture previously something of a Cinderella industry. The main feature has been a general strengthening of the public sector and a relative decrease in the private sector's share in total farm land and agricultural output.

The public sector is dominated by a small number of factory farms (Kombinats) – 286 in 1969 (559 in 1960). Eighty-eight such farms exceed 12,000 acres and farm over 50 per cent of the total farm land of the public sector, and in general the average size of their holdings quadrupled in the decade. There was a similar rationalization of the Zadrugar (Co-operatives) farms into fewer larger units: nearly four out of five merged into units about five times in size. Land purchases from the private sector increased the total area by about 10 per cent to 10.8 million acres.

Secondly, these enterprises have been appreciably expanding their non-farm activities. In 1969 only about 50 per cent were engaged exclusively in farming (as against 75 per cent in 1960). The trend was towards more processing, better marketing and transport and even their own retail outlets.

Both in farming and processing there has been a dynamic growth. Output virtually doubled, under the influence of bigger and better machines, modern farming methods and new technology.

In the private sector, although the total number of private holdings remained unchanged, there have been some significant changes in their structure, both in size and regional distribution. The number has tended to increase in the more backward republics and to decrease in the main food growing areas of the Vojvedina and Croatia.

At the top end of the scale (12 acres and above) there was generally a decrease in both the number and size of holding. In the middle range (7-12 acres) there was little change. At the bottom end the increased number of holdings illustrates partly a trend towards more market gardening and partly a check in the drift to the towns in the more backward regions.

(Continued on next page)

The growth of the public sector has been accompanied by an expansion of co-operation between the organizations in it and the private farmers, but the latter's productivity remains low. Since 70 per cent of total farmland is still in the hands of private farmers, encouragement is being given to ways to exploit this potential, not least by helping them purchase suitable machinery.

The main business opportunities still lie with the public sector. The Foreign Trade Statistics give some idea of the range and quantities imported. On the farm machinery side there is a constant demand for more modern and larger units, which Yugoslav industry can only in part supply; as well as for a wide range of specialist equipment – grain dryers, milking machines, milk tankers and other transports, incubators, grain, vegetable harvesting, egg grading machines. Specialist growth areas include more greenhouses for early vegetables and flowers, market gardening and mink farming.

Important advantage for equipment suppliers

The food processing sector offers equally if not better prospects, and the fact that Britain is a good customer of Yugoslav products gives United Kingdom equipment suppliers an important advantage in the tricky question of payment. With scarcely a Kombinat not seeking to modernize and expand its plant it is possible only to highlight some of the main openings, like slaughter house equipment, freezing, canning, bottling and juice extraction of fruit and vegetables, packaging equipment and materials of all kinds, and confectionery equipment.

Many agricultural chemicals, notably fertilizers, are made in Yugoslavia. Consumption of nitrogenous, phosphatic and potash fertilizer is at present about two million tons per annum and there is surplus local production. But there are large imports of certain ingredients – technical potash, calcium and potassium sulphate, as well as other specialized chemicals.

Trading methods are described in Hints to Businessmen Visiting Yugoslavia and the Embassy's 'Memorandum on Trade'. Copies of both can be obtained from Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757). These explain the importance of:

(a) understanding the character of Yugoslav enterprises i.e. whether they are registered to trade with foreign firms direct or must use an import-export enterprise as an intermediary

(b) appreciating the role Business Associations can play i.e. in giving technical advice to their members, in acting as an importer, possibly in helping with finance, and even in some cases acting as the agent of a foreign supplier. They can supply valuable market information as well as make introductions.

(c) understanding the foreign exchange regime and whether the import of a particular product has been fully liberalized (LB) or made subject to restriction of either finance (GDK) or licence control (RK). The foreign exchange position is likely to remain tight; and where imports are subject to some form of restriction, it is important for the British supplier to understand the financial problems of his potential customer and how he can earn foreign exchange, and to be ready to explore with him by what means the payment problem can best be met. This demands both a flexibility of approach and readiness to travel.

(d) investigating to what extent products must/should be tested and approved in advance. For instance all new chemicals must be approved by the Savezni Sekretariat za privredu SFRJ. (Sektor za poljoprivredu, Belgrade, Prvi Bulevar 104). A list of useful agricultural institutions is shown below.

Manufacturers and exporters of machinery and other products mentioned above who are interested in the Novi Sad Agricultural Fair should contact Mr. Eric Lanning of the Agricultural Engineers Association Ltd., 6 Buckingham Gate, London, S.W.1 (Tel. 01-828 7973) or Mr. Brian Banks, Fairs and Promotion Branch, Board of Trade, Hillgate House, Tower Block, 26 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7213) before September 30, 1970.

Some Business Associations of Agricultural and Food Processing Enterprises

'Agraria', Poslovno Udruzenje, Podgaj 20, Sarajevo
General Director: Mr. Erad Hadzihasanovic
Telephone: Sarajevo 23-061
Cables: Agraria Sarajevo
104 members, mainly in Bosnia and Herzegovina
Authorized for foreign trade.

Agrohemija, Business Association of Producers of Fertilizers, Brankova 13-15, Belgrade
General Director: Mr. Branislav Vujadinovic
Telephone: Belgrade 22627
Cables: Agrohemija Belgrade
Telex: 11426
14 members
Authorized to engage in foreign trade.

'Agro Makedonija', Poslovno Udruzenje, Ilindenska 41, Skopje
General Director: Mr. Kiro Nestorovski
Telephone: Skopje 36-201
Cables: Agro Makedonija, Skopje
Telex: 51111
63 members, mainly in Macedonia
Authorized to engage in foreign trade and to represent foreign firms.

'Agroprodukt' Poslovno Udruzenje Obilicev venac 4, Belgrade (Business Association for fruit, vegetable, wine and timber producers)
General Director: Mr. Borislav Stojcev
Telephone: Belgrade 629-299
Cables: Agroprodukt, Belgrade
34 members
Authorized to deal in foreign trade and to represent foreign firms.

'Centrokoop', Poslovno Udruzenje, Generala Zdanova 15, Belgrade (Business Association of Agricultural Organizations and Food Processing Industry)
General Director: Mr. Milan Pribic
Telephone: Belgrade 332-272
Cables: Centrocoop, Belgrade
Telex: YUCENB 11167
London office: Centrocoop Ltd., Gossard House, 7/8 Saville Row, London, W.1.
65 members including some regional associations with a total of about 500 members.
Authorized to engage in foreign trade and to represent foreign firms.

Makedoniakoop, Maksima Goskog b.b., Skopje
General Director: Ing. Kiril Tomevski
Telephone: Skopje 34-536
Telex: 51183
93 members
Authorized to engage in foreign trade.

Plantazkoop, Business Association of Fruit and Vegetable Growers, Knez Milosa 45, Belgrade
General Director: Mr. Mladjen Petrovic
Telephone: Belgrade 23997
Cables: Plantazkoop Belgrade
64 members, mainly in Serbia
Authorized to engage in foreign trade.

Tehnokoop, Business Association for Mechanization and Application of Chemicals in Agriculture and Forestry, Lole Ribara 13, Belgrade
General Director: Ljubomir Miladinovic
Telephone: Belgrade 25019
Cables: Tehnokoop Belgrade
110 members
A further selection of Business Association can be obtained from the book 'Yugoslav Business Associations' which is published in English and a copy of which is held in the Statistics and Market Intelligence Library of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU.

Some Potential Agents

Those indicated in Annex I as being authorized to act as agents, plus:

Agrocoop, Proizvetak Bulevar Marsala Tita b.b., Novi Sad
(Seeds, feeding stuffs, chemicals).

Agroindustrija, J.N.A. 87, Novi Sad
(Agricultural equipment and food processing plant).

Agroprema, Balkanska 44, Belgrade
(Agricultural chemicals, implements, machinery and food processing equipment).

Agroservis, Vojvode Misica 2, Novi Sad
(Agricultural equipment, stock, machines and food processing equipment).

Agrovojvodina, Bulevar 23 Oktobar, Novi Sad
(Tractors, agricultural equipment, irrigation equipment, food processing plant and machinery, etc., chemicals).

Exportdrvo, Marulicev Trg 18, Zagreb
(Forestry and woodworking machinery).

Hempro, Terazije 8, Belgrade
(Agricultural chemicals).

Jugoagrar, Temerinska, Novi Sad
(Agricultural machinery).

Yugoslavia Commerce, Kneza Milosa 60, Belgrade
(Meat processing equipment).

Kemija Impex, Titova 25, Ljubljana
(Agricultural chemicals).

Koteks Tobus, Miklosiceva 5, Ljubljana
(Leather working machinery)

Omnikomerc, Lole Ribara 22/1, Belgrade
(Equipment for the tobacco industry)

Poljoopskrba, Varsavska 5, Zagreb
(Machine tools and equipment for the agricultural, forestry and food processing industries).

Progres, Knez Mihajlova 27, Belgrade
(Feeding stuffs, fertilizers, food processing equipment, cattle raising equipment).

Vetprom, Marsala Tita 10, Belgrade
(Veterinary pharmaceuticals and instruments).

A further selection of potential agents can be found in the book 'The Yugoslav Export Import Directory', which is published in English and a copy of which is held in the Statistics and Market Intelligence Library of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU.

Some of the more important Agro-Industrial Combines in Yugoslavia

As there are over 200 combines it is not possible to list more than a selection of the biggest of them. The full list can be obtained from pages 385-411 inclusive of the 1969 edition of 'Privredni Adresar', a copy of which is held in the Statistics and Market Intelligence Library of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU.

Banat, Poljoprivredni kombinat, Kikinda, APV.
Becej, poljoprivredno industrijski kombinat, Becej, Trg oslobodenja.
Belje, poljoprivredno industrijski kombinat, Mece-Darda, SO Beli Manastir, SRH.
Beograd, poljoprivredni kombinat, Padinska skela, Beograd, SRS.
Emona agrokombinat, Ljubljana, Miklosiceva 4, SRSI, fah 250.
Prvi Maj, poljoprivredno industrijski kombinat, Apatin, Marsala Tita 45, APV, fah 3.
Servo Mihalj Industrijsko poljoprivredni kombinat, Zrenjanin, Petra Drapsina 1, APV.
Slieme, Poljoprivredno industrijski kombinat, Zagreb-Sesvete.
Vrbas, Industrijsko prehrambeni kombinat, Vrbas.
Zagreb, poljoprivredno prehrambeni kombinat, Zagreb, Zitnjak, Autoput b.b. SRH, fah 530.

Get freight to Italy fast. Only Alitalia offers a direct all-cargo service from Manchester and Birmingham.

Every Friday night Alitalia flies 12 tons of palletised freight direct from Manchester and Birmingham to Milan, and then on to Rome.

This is the only one-carrier all-cargo service to Italy from the north of England.

Even if your cargo isn't intended for Italy, it's still a good service to choose—Rome is the centre of Alitalia's vast and efficient world network of freight routes. Our computerised terminal there can check your cargo and have it ready to fly on to any of our 103 destinations in 5 continents within the hour (25 of these destinations also have all-cargo flights).

Business on the route is already so brisk that, from November, we'll be operating a Wednesday night flight as well as the Friday service, two services a week.

Alitalia's London to Italy service is busy too. We're sending 13 flights a week to Milan, Turin and Rome.

One way and another our new white, red and green livery is getting quite an airing.

Call your forwarding agent, or contact Alitalia direct.
London: 251-259 Regent Street, W.1. Tel: 734 8641
Birmingham: 12 New Hall Street. Tel: 236 7101/2
Manchester: 29 John Dalton Street. Tel: 834 9676
Glasgow: 62 Buchanan Street, C.1. Tel: 248 6340
Dublin: 53 Middle Abbey Street, Dublin 1. Tel: 49422

Alitalia
CARGO SYSTEM
Services operated in co-operation with BEA

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Lebanon and the Soviet Union

ON JULY 16 a new trade agreement was signed between Lebanon and the Soviet Union. Few official details of the agreement have yet been released but according to local press reports, Lebanese/Soviet Union commerce will in future be conducted on the basis of free trade, as opposed to the clearing principle formerly used.

The Soviet Union has agreed to purchase Lebanese goods to the value of $4 million annually, while the Lebanon has agreed to purchase Soviet goods, value unstated, mainly machinery of all kinds.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

Belgian Tax on Value Added—correction

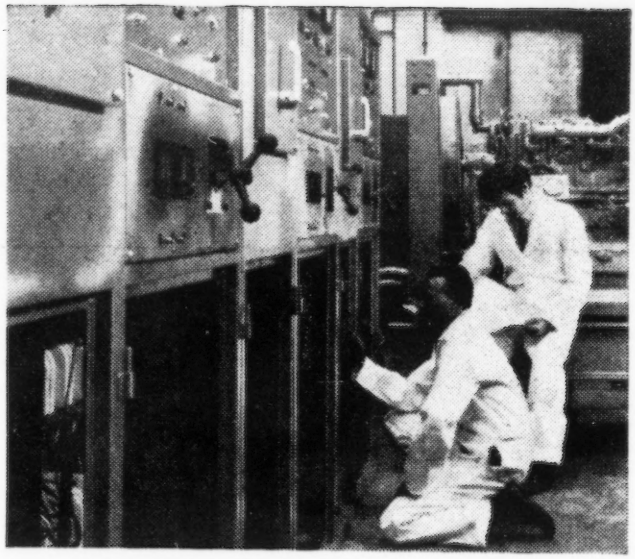
THE ARTICLE on Belgium's Tax on Value Added in last week's *Journal*, page 505, stated in the paragraph under the heading 'Transitional period' that 'During 1972 TVA will be partially levied on exports as an interim measure.'

This should read: 'During 1971 TVA will be partially levied . . . (etc.).'

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Congo (Kinshasa) and Burundi and Zambia have been published in the 'Hints to businessmen' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade.



Control panels for a power station system designed and manufactured by A. C. Morrison (Engineers) to supply a municipal centre in Beirut being checked out at the Morrison Group's Loughborough factory. Specialist equipment destined for 49 countries is currently being manufactured by Morrison companies, which are now exporting more than 80 per cent of their total production of electricity generating and pumping plant.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*

Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Do you suffer from Manual labour trouble? We mean, do you have trouble preparing your technical manuals? Our Technical Editing service can relieve you of the worry.
Then, dear Manual labourers, consult

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Technical Editing Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

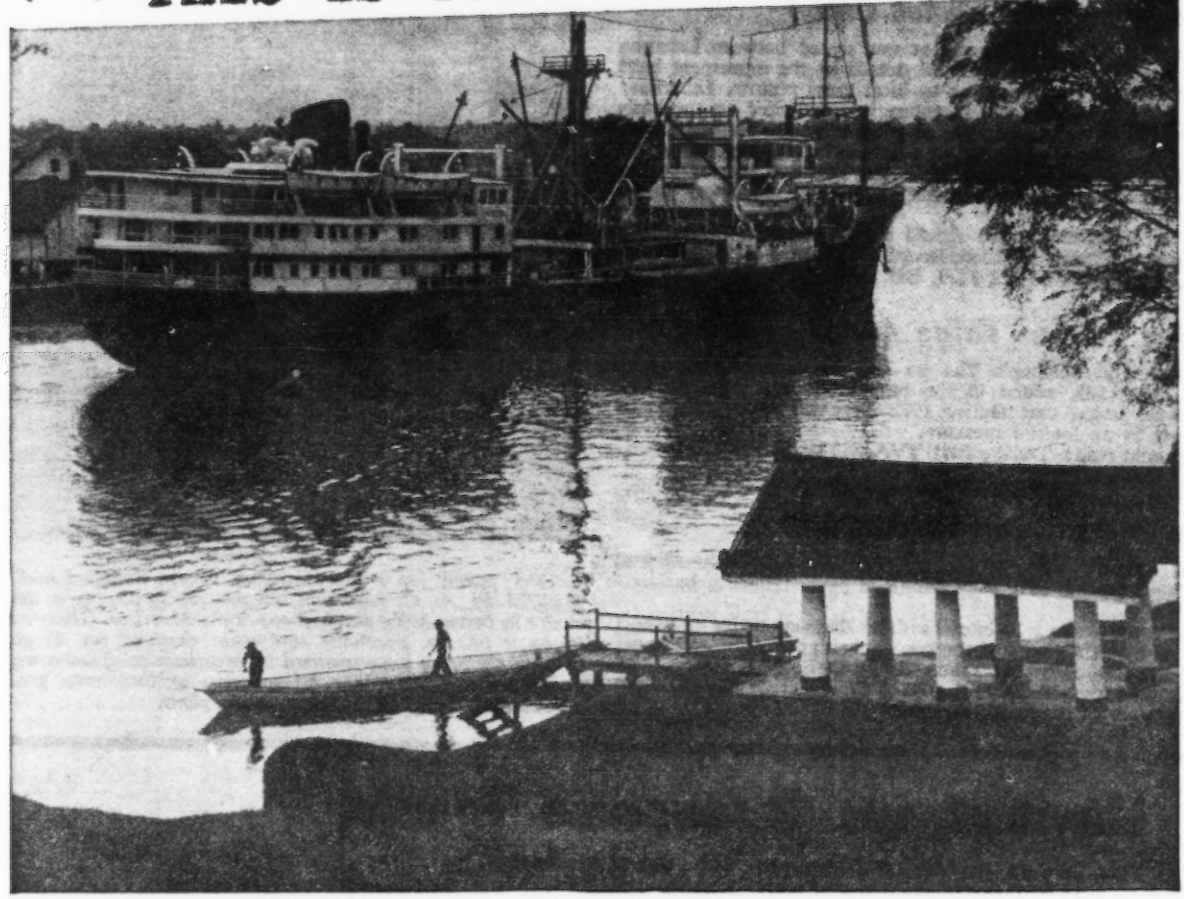
or

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

DATELINE EAST MALAYSIA - SARAWAK

NEW SHIPS AND PORT INSTALLATIONS

+ + THIS IS YOUR BIG OPPORTUNITY



Now that transport and deliveries are the subject of an urgent Government drive, the new port installations will facilitate the entry of your products, and the speed of your operation. Foodstuffs, consumer and capital goods are wanted. Of course, you'll need the facts. The Hongkong Bank Group can give them to you. They're on the spot. There, and in a total of 28 countries. Any of their local branches in Sarawak will happily give you up-to-the-minute information. In the meantime, they have prepared a special booklet telling you all you need to know of background facts on East Malaysia – Sarawak.

Write for the special booklet on East Malaysia – Sarawak to the address below.

THE HONGKONG BANK GROUP

9 Gracechurch Street London EC3

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the July 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 526 of this week's issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

North East manufacturing firms who are this month taking part in a trade mission to Japan organized by the Tyne and Wear Chamber of Commerce, have been showing their products in a window display at Wellbar House, Newcastle upon Tyne. Most of the 20 firms on the mission are from Northumberland, Durham and Cumberland, and they range from manufacturers of high-quality dress fabrics to heavy road building equipment.

OUTWARD MISSION

British businessmen for UNIDO meeting

THE UNITED NATIONS Industrial Development Organization, in conjunction with the Economic Commission for Asia and the Far East, is holding a meeting for the promotion of specific Asian industrial projects in Manila, Philippines from September 23-30.

The meeting will be of considerable interest to British industry and the Confederation of British Industry in co-operation with the British National Export Council is therefore sponsoring a scheme whereby a group of British businessmen may attend.

The list below shows the members of the sponsored group:

Mr. G. W. Rothery (leader), area director, Eastern Commonwealth Development Finance Co. Ltd.; Mr. J. G. Brown, overseas representative, APV International Ltd.; Mr. T. Byrne (or Mr. J. R. Potter), Business Development Group, Humphreys & Glasgow Ltd.; Mr. J. N. B. Cardwell, managing director, British Northrop Sales Ltd.; Mr. J. C. Champion, divisional chairman, English Calico Ltd.; Mr. D. R. Dickinson, export manager, Tate & Lyle Enterprises Ltd.; Mr. J. Greiger, general sales manager, Woodall-Duckham Ltd., Mr. G. R. Kenderdine, chairman, ICI (China) Ltd.; Mr. C. J. Kershaw, far eastern resident director, Platt International Ltd.; Mr. L. M. Napier, director, Simon Handling Engineers Ltd.; Mr. D. Read, representative in Singapore, Simon Carves Chemical Engineering Ltd.; Mr. J. S. Roberts, sales engineer, Mather & Platt Ltd.; Mr. L. Stewart Ross, representing Humphreys and Glasgow Ltd., N. M. Rothschild & Sons.; Mr. A. N. Other, Peat Marwick, Mitchell & Co.; and Miss B. V. Orders (mission secretary), Asia department, Confederation of British Industry.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

RH ESTABLISHED 1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

Export Orders

Firms are invited to send in brief details of recent export orders on contracts for insertion in these columns.

Exports of wool cloth up by £1 million

Despite the dock strike, British wool textile exports in July did not appear to have been seriously delayed and overseas shipments in that month were £13.8 million – £300,000 more than in July of last year. Exports in July achieved the second highest monthly total of the year.

Over the first seven months of 1970 as a whole, exports were worth £90.6 million, compared with £91.1 million in the same period of last year, which is a decrease of about ½ per cent.

Overseas sales of wool yarn are still running at a higher level than in 1969, which was itself a record year for yarn exports. By the end of July shipments had totalled £14.3 million, £800,000 more than in 1969.

Exports of wool cloth are also rising, and after the first seven months of this year amounted to £41.3 million, approximately £1 million more than last year.

Overseas trade in wool tops (combed wool) however continues to run at a lower level than last year, exports in January/July totalling £13.6 million, compared with £16.2 million in the same period of 1969.

The National Wool Textile Export Corporation has done much to foster sales of British wool cloth, and has played an active part in overseas promotions organized by the Board of Trade, including the series of major British Weeks in Europe, the Far East, and North America.

Ropeway for German cement works

British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, a member of the Glover Group, have been awarded a £200,000 contract by Portlandzementwerk Dotternhausen, Wurttemburg, Germany, for an aerial ropeway to be installed and working by October 1971.

The order, obtained against strong competition from German and other continental firms, is for the erection of an under-type four-wheel carriage bicable ropeway over a distance of 2,200 metres.

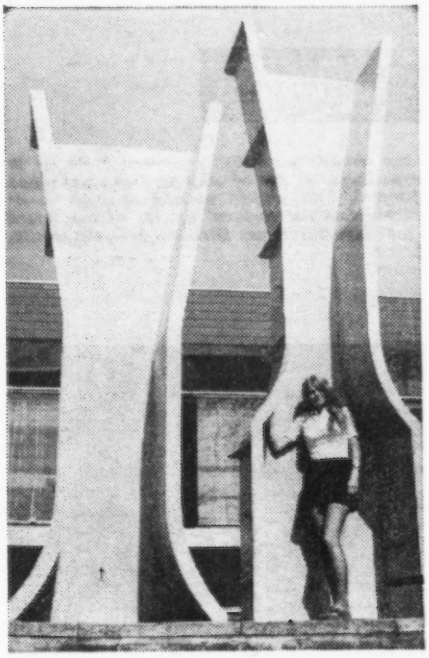
Computers in Australian stores

The K Mart department store organization of Australia has adopted ICL computer-controlled stock control methods to maintain optimum stock levels of fashion goods. The organization has department stores (each representing na investment of over £1 million) in Melbourne, Sydney, Perth and Adelaide.

'Fair draw' generator for New Zealand

A prime requirement when awarding large money prizes for Government draws is to ensure that bond holders do not think they are being penalized by an unfair draw. To overcome the possibility of any such suggestion the New Zealand Post Office commissioned the automation and transmission divisions of the Plessey electronics group at Poole, Dorset, to make them a random number generator.

This ingenious piece of electronic equipment generates its own electrical noise and then converts it into numbers. Not only does the machine make up the numbers but a special built-in test facility checks these and makes certain that the numbers chosen do correspond to the bond numbers sold.



Flumes for export to Hong Kong and Canada dwarf Miss Pam Godsell of Arkon Instruments Ltd., a subsidiary of the Walker Crosweller Group of Cheltenham. The flumes, which are supplied with Arkon's flow recording and sampling equipment, are to be installed at the Pak Kok Tsui sewage plant in Hong Kong, and the Dominion Malting Company, Winnipeg, Canada.

Equipment for new pulp mill

A contract valued at over £500,000 has been awarded to the process machinery division of EIMCO (GB) Ltd., St. Neots, Hunts., by Parsons & Whittemore Lyddon Ltd. for the design, manufacture and supply of bleach plant, evaporator and brown stock equipment for the kraft pulp mill which the latter company is to construct for Cellulosas de Asturias (SA) in Asturias, Northern Spain.

£88,000 order from Cuba

An £88,000 order has been won by W. & T. Avery Ltd., Birmingham, for 70 industrial weighing machines for the Cuban sugar industry. Involving the supply of 50 12-ton-capacity weighbridges and 20 electro-pneumatic automatic net weighers, the order is the largest Avery have secured in the Caribbean in recent years and follows a visit to Cuba by their regional export manager.

Simultaneous demonstration

CENTREPIECE OF the Marwin stand at Hanover Machine Tool Exhibition, September 6-15, 1970 (No. 3226, Hall No. 3) will be a horizontal spindle version of the new low-cost Modula range of n.c. machine tools. The firm is exhibiting as part of the joint venture organized by Board of Trade and the Machine Tool Trades Association.

And, for the many British companies unable to attend Hanover, a simultaneous demonstration will be staged from September 7 to 11 inclusive at their Leicester works. These will be Modula's first public showings anywhere in the world.

£75,000 Hong Kong contract

A contract worth over £75,000 has been won by Mather & Platt (Contracting) Ltd., Manchester, for equipment to uprate the Sha Tin pumping station, Hong Kong, as part of the Government of Hong Kong Plover Cove scheme. The equipment on order by the Crown Agents for Overseas Governments and Administrations will be used to pump treated water from the Sha Tin station to two service reservoirs on the north side of Kowloon. Messrs. Binnie and Partners and Mesrs. Scott Wilson Kirkpatrick & Partners, Hong Kong, are the joint consulting engineers.

This latest order follows one received by Mather & Platt (Contracting) Ltd. last year for the supply of equipment to uprate the Sha Tin pumping station by 30 million gallons of water per day.

£100,000 Rumanian order

Fifteen months was all that was required for the Hydraulic Engineering Company of Chester to design, build, ship and commission eight hydraulic deep drawing presses for a Rumanian customer, the total value of the contract being well over £100,000. The presses range in power from 200 to 1,000 tons and were specially designed, as are most of the company's products.

Armoured cars for Thai police

Shorts are to supply 32 Shorland Mk. 3 armoured anti-riot cars for internal security duties in Thailand under a contract worth nearly £200,000 signed recently in Bangkok. The Shorlands, built by Shorts' general engineering division at Newtownards, near Belfast, will be delivered in two batches in April and June next year and will be used by the Thai police.

Equipment for satellite stations

The Telephone Manufacturing Co. Ltd. (TMC), a member of the Pye of Cambridge group, recently completed a contract from Cable & Wireless Ltd. to install and commission communications equipment for an earth 'transmitting and receiving' satellite station in Hong Kong.

This is TMC's first 'earth station' contract and commissioning took place well ahead of schedule. The order – valued at £85,000 – is regarded as a major breakthrough in this area of telecommunications.

●

Drake & Scull International (a member of the Drake & Gorham, Scull group) have been awarded a £187,000 contract at a new earth satellite tracking station to be sited in Nigeria.

The project, for the Nigerian Ministry of Communications, comprises control and ancillary buildings at Lanlate, 50 miles north of Ibadan, and two relay stations each approximately 50 miles from the main tracking site.

D&SI's contract is for the provision and installation of the comprehensive electrical, air conditioning, water, drainage and fire-fighting services at each site.

Semiconductor devices in America

THE ELECTRONICS department of Ferranti Ltd. will show a wide range of semiconductor devices at the Wescon '70 Exhibition in Los Angeles (August 25-28).

The latest developments to emerge from the Wythenshawe, Chadderton and Barrow plants of the department will be included in a comprehensive exhibit centred on high-performance integrated circuits and discrete components for both specialist and general-purpose applications.

£63,000 electric motor contracts

Electric motor contracts totalling nearly £63,000, for a number of major plant projects throughout the world, have been won recently by Newman Industries Ltd., Yate, Bristol. The motors, ranging from ¼ to 200 hp, are destined for use in refineries and oilfields, also in rubber fertilizer plants in Brazil, the USSR and Qatar.

(Continued on page 554)

Information about Australia and New Zealand

–are you interested?

With more than 1,100 branches and agencies we know our countries well, and our booklets "Business Man's Guide to Australia", "Investment and Industry in New Zealand" and "New Zealand Traveller's Guide to Auckland" will tell you all you'll want to know.

These are only three of our many publications. All are available at our Head Office in London.

To obtain your free booklets contact us today.

A.N.Z. Bank

A·N·Z

AUSTRALIA AND NEW ZEALAND BANK LIMITED
HEAD OFFICE: 71 CORNHILL, LONDON, E.C.3. TEL: 01-283 1281
with E. S. & A. Bank, a member of Australia and New Zealand Banking Group Limited

EXPORT ORDERS, *continued*

UKAEA win American contract

The production group of the UK Atomic Energy Authority have concluded arrangements with Combustion Engineering Inc. of the United States for the conversion to uranium hexafluoride of some 3 million lb. of uranium concentrates of United States origin which will be supplied during the next three years by several different American mining companies.

The conversion work will be undertaken at the UKAEA fuel plant at Springfields, Lancs. After conversion, the hexafluoride will be delivered to the enrichment plants of the US Atomic Energy Commission and, after enrichment, will be used to manufacture fuel elements for several domestic utilities.

Korean order for biscuit equipment

An order for biscuit-making equipment from the Hai Tai Confectionery Co. Ltd., Seoul, has been received by Simon-Vicars Ltd., Newton-le-Willows, Lancs., a Simon Engineering Company – the first order the company has received from South Korea.

The equipment ordered incorporates high-speed Mk. 3 plant which will enable Hai Tai to produce the most popular varieties, including soda and savoury crackers, semi-hard and soft dough biscuits.

Nigerian mill project

A textile mill is to be built at Ikeja, Lagos, Nigeria, by Costain (West Africa) Ltd., under a £720,000 contract awarded by Nigeria Teijin Textiles Ltd., a Japanese/French consortium. Work on the 12-month project is now in progress.

The contract incorporates the mill, a single-storey structure covering an area of 120,000 sq. ft., office block ancillary buildings, service roads and a small reservoir. The factory area itself will comprise predealing, dyeing, weaving and finishing areas for man-made fibre products.

Batch-weighing system for Yugoslavia

A fully integrated scheme for automatically batch-weighing food ingredients is to be supplied to Yugoslavia by W. & T. Avery Ltd., Birmingham. Designed for operation by one man, the system is capable of controlling the feeding, weighing, discharging and mixing of up to nine ingredients on a time cycle of five minutes. It is being supplied through A. Johnson and Co. (London) Ltd., the main contractors for the complete processing plant.

Refractory products ordered

Two orders for refractory products for an Indian steel complex and a Zambian copper smelting plant have been awarded to GR-Stein Refractories Ltd., Sheffield and Bonnybridge. The two contracts are valued at over £260,000. The Zambian contract was won against powerful competition from Austria and South Africa.

Further Algerian order

Masson Scott Thrissell Engineering Ltd., London, recenly received a £250,000 order from Parsons & Whittemore Lyddon Ltd., Croydon, for a complete finishing room to serve a new Algerian paper and board mill. The mill, in the El Harrach area, is expected to produce approximately 20,000 tons of board and 15,000 tons of paper per year, from two Black Clawson paper-making machines, after its start-up in May/June 1972.

Masson Scott Thrissell will be supplying both the layout and the equipment for the finishing-room operation.

This order and a previous one, worth £150,000 (for a cutter and two tissue winders), also placed with Masson Scott Thrissell, are part of Algeria's development of its paper-producing industry, to keep pace with the growing internal demand for high quality paper and board.

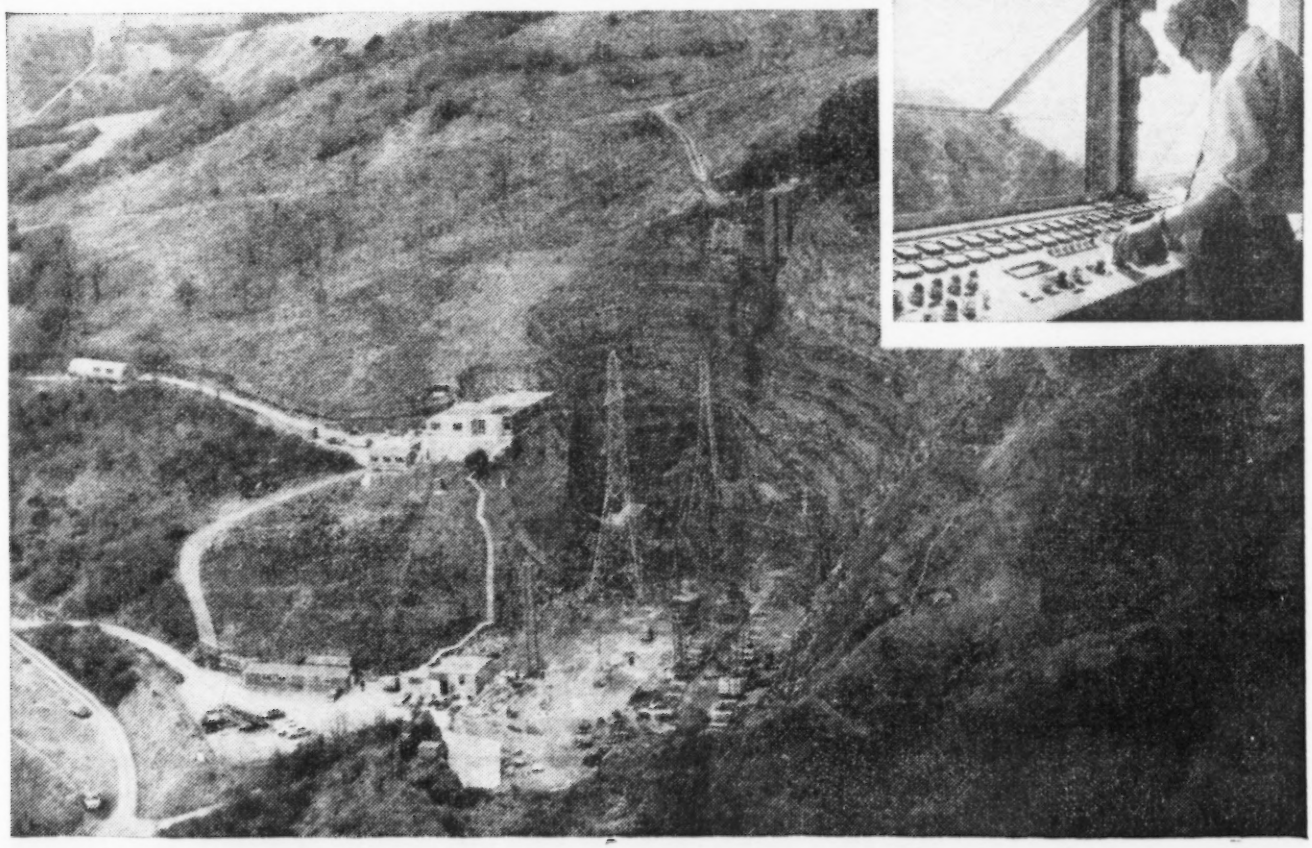
Security devices for Germany

An order for 2,000 door security cables was placed recently with Archibald Kenrick & Sons Ltd., West Bromwich, by one of the largest mail order firms in the Federal Republic of Germany. Each security cable has a retractable stainless steel cable replacing the conventional door chain and has the company's Silvashæen finish.

Kenrick's new type of security device has Council of Industrial Design approval and it is believed to be the first device of its type available in the Federal Republic.

Expensive beds for Hong Kong

Slumberland Ltd., Birmingham, have received orders for top quality beds worth £16,000 from their agents in Hong Kong, for sale throughout Hong Kong and Kowloon. The orders, for the five most expensive models in the Slumberland range, include both spring edge and firm edge divans.



General view of control room at the National Tower Testing Station, Cheddar, Somerset, claimed to be the largest and technically most up to date structural testing station in the world. Although wholly owned by the Central Electricity Generating Board, the station operates as an independent trading unit. Currently about 90 per cent of the station's annual turnover is for overseas markets.

Mr. W. R. Box, station manager, made a tour of power authorities in the United States and Canada in October 1969 and again in June this year, each tour lasting two weeks. During the first tour he obtained firm orders for some £50,000 worth of work, and during his more recent tour obtained inquiries for work valued at about £350,000. Firm contracts are now developing from these inquiries. Inset: Assistant control engineer at central console.

New record by British motor cycle industry

For the first time in the century-old history of the industry, British motor cycle exports have topped £10 million in six months. Comparing the first half of 1970 with the same period in 1969, motor cycle exports rose by £453,229 to a total of £10,084,200.

Bicycle exports also rose by £669,833 to a total for the half year of £5,042,588.

Announcing these figures, the Cycle and Motor Cycle Association Ltd., in Coventry also gave the following 'top ten' markets for both types of vehicle.

Bicycles	£	Motor Cycles	£
United States	427,000	United States	1,667,000
Zambia	76,000	Canada	88,000
Canada	74,000	France	62,000
Malaysia	66,000	Sweden	40,000
Iran	65,000	W. Germany	32,000
Nigeria	50,000	Denmark	22,000
Malawi	38,000	Italy }	20,000
Tanzania	27,000	Nigeria }	
South Africa	21,000	Australia	13,000
Belgium	17,000	Norway	10,000

Navigator handlamp a million dollar success

Within days of its introduction, Bardic's new Navigator handlamp has landed a big order from the United States. Covering a total of 50,000 units the new order represents a retail value of approximately 1 million dollars.

The order has been received from the Ash Flash organization in America.

Announcing the order Mr. Denis Treadgold, marketing manager of Bardic Systems Ltd., Southampton, said this big contract is a direct result of three visits to the United States with prototype models.

Klystrons chosen again

English Electric Valve Co. Ltd., Chelmsford, have received further orders for 40kW klystrons and circuit assemblies to extend the UHF television services in Sweden and Finland.

Four years ago the Swedish television administration specified EEV external cavity klystrons for the transmitters for their new UHF stations.

Since then some 70 operational klystrons have been installed and the equipments brought in to service. As a result of experience gained during this period, orders have now been placed with EEV for klystrons to cover the STA expansion programme for 1970/71.

Transmitters for both Finnish and Swedish television authorities are now being made by Philips Teleindustri AB of Stockholm and they have just ordered the necessary circuit assemblies and klystrons from EEV.

Mattresses for ship

Following an order won by Dunlop Singapore, 508 Dunlopillo mattresses, together with pillows and cushions, have been supplied for the refitting of the passenger ship 'Karanja,' a 10,294 ton vessel owned by the British India Steam Navigation Co.

The mattresses, which were used to equip the passengers' and crew's cabins throughout the ship, were supplied by Dunlop Malaysian Industries Berhad, and were covered in royal blue Proban-treated flame-retardant material.

The red-hulled 'Gallant of England,' prototype of the glassfibre Gallant 53 class produced by Southern Ocean Shipyard Ltd., sailed from Poole Harbour recently bound for Turkey, skippered by her new owner, Canadian Mr. John R. Grey. Mr. Grey is stationed in Turkey as representative of the Becktel Corporation, the international American engineering undertaking, in charge of an oil pipeline laying project between Turkey and Iran. He plans to use the Gallant for extensive cruising in the Mediterranean and his wife will live abroad for much of the time. The sale represents yet another export order for SOS whose overseas sales account for over 80 per cent of turnover.

Flight data recorders for Lockheed

An order for flight data recorders valued at over a quarter of a million dollars has been won by A. & M. Fell, the Newhaven based avionics company. The order has been placed by Lockheed Aircraft Service, a division of the Lockheed Aircraft Corporation of the United States and follows prolonged co-operation between the two companies.

A. & M. Fell manufacture a range of flight data recorders for use in aircraft and for some time now the company has been making substantial progress in the North American aircraft market.

Hospital to have British door sets

A contract worth about £40,000 for the supply of door sets for a new hospital in the Trucial sheikhdom of Dubai has been secured by John Sadd & Sons Ltd., Essex (a member of the Boulton and Paul Group).

Due for shipment this month, the doors are for the Rashid hospital in Dubai which is being built by Bernard Sunley & Sons Ltd.

Caribbean hotel contract for York firm

Hunter & Smallpage Ltd., York, have won a £100,000 contract to provide the fitted bedroom furniture for the new Halcyon hotel at Vieux Fort, St. Lucia in the Windward Islands. This contract was obtained against fierce American and Caribbean competition.

European warehouse contract

A contract in Holland worth over £½ million is one of three orders, together valued at £1.2 million, won by the industrial division of Tarmac Construction Ltd.

Tarmac's European project is for Great Universal Stores Ltd., at Dedemsvaart (Overijssel) where the division will design and construct an 11,000 square metres warehouse extension and office amenity block.

£180,000 equipment for Qatar

Under the terms of a recent agreement, International Combustion Ltd., Derby, are to supply £180,000 worth of heat exchanger and pressure vessel equipment for use at the fertilizer complex being erected by the Power-Gas Corporation Ltd. (a Davy-Ashmore group company) in Umm Said on the Qatar peninsula.

Coolers for Finland

Six Heenan closed circuit air coolers, valued at £11,000 and supplied by Redman Heenan Froude Ltd., the Worcester-based engineering company, will be used to ventilate electrical equipment at a steel strip rolling mill for Rautaruukki Oy, Finland.

The coolers will initially be supplied to Brightside Engineering Ltd., Birmingham, who, as suppliers to GEC Electrical Projects Ltd., wil incorporate the coolers within a ventilation system.

Traffic controlled by computer

At the unlikely sounding location of Surfers Paradise, near Brisbane, Australia's first ever computer-based area traffic control system is now easing the commuting problems of travellers on the Gold Coast Highway. Phase 1 of a $A300,000 traffic control project being undertaken by the Queensland Main Road Department, the system controls 17 street intersections along one of the Pacific's finest beaches.

The system adopted is based upon a Scottish-built Honeywell 516 computer linked on-line to main road intersection traffic signals and to the control room from which the overall traffic situation is monitored.

Heat processing plant for Yugoslavia

Spooner Dryer & Engineering Co. Ltd., Ilkley, Yorks, have secured a contract worth over £100,000 to supply equipment for a major Yugoslav steelworks. The order was received from Wean Ltd., Croydon, Surrey, main contractor for the steelwork extensions and is the first major contract for metal treatment plant received by the company for an Eastern European country. It is due for completion early in 1971.

To be installed at the Skopje steelworks, the plant will form part of a steel strip coating line and will include prime and finished coat ovens, and water spray coolers with complete ventilatino systems for the coating rooms.

Process heater for Malaysia

The Kestner metal propellers division of APV-Mitchell Ltd., Croydon, has been awarded a contract for a Kestner Stone Vapor process heater valued at over £6,000. The unit is to provide liquid phase heating to Mather & Platt textile finishing machinery, including clip and pin stenters and a baker, in a new textile mill in Malaysia.

(Continued on next page)

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

EXPORT ORDERS, *continued*

Motors for Canadian paper mill

An order for more than 600 electric motors worth over £60,000 has been completed by Brook Motors Ltd., Huddersfield, a Hawker Siddeley Electric company. The motors are being installed in the new Parsons and Whittemore pulp and paper mill at St. Anne Nacawick, New Brunswick, Eastern Canada.

The new mill, one of the largest in Eastern Canada, has been designed to produce 600 tons of various bleached kraft hardwood papermaking pulps and 280 tons of corrugated material daily. The annual production is estimated at 300,000 tons.

Computer for Portuguese university

The first sale announced by Rank Xerox Data Systems is a £200,000 Sigma 5 computer for the University of Coimbra, Portugal. The computer, to be delivered in October, will be installed in the newly-formed central computing centre of the university and will be mainly used for research calculations by the maths, science and medical departments and for student instruction. It will also provide real time control for the university's Van der Graeff accelerator, a gift from Manchester University.

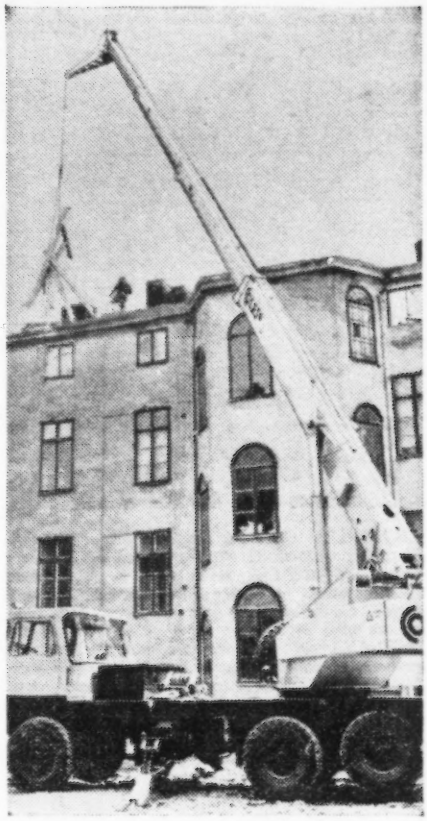
Orders received at Milan exhibition

At a recent exhibition held in Milan, Gilt Edge Carpets Ltd., Kidderminster, impressed Italian interior decorators and furnishers. Many orders for their Peerage range of carpets were received at the exhibition, and the distribution of Wessex Twist greatly extended.

Gilt Edge distributors in Italy, Emilio Riva of Milan, were highly encouraged by the success of the new ranges, and forecast a considerable increase in Gilt Edge sales during 1970.

£1 million contract for Bahrain Airport

Tarmac Construction Ltd., Wolverhampton, have been awarded a £1 million contract for the construction of a traffic apron for the new Jumbo Jet air terminal at Bahrain. Won against strong competition, the contract will take a little over a year to complete.



Coles Hydra 150T diesel hydraulic telescopic boom truck crane at work on a demolition project in the centre of Stockholm. The machine is built by Coles Cranes Ltd., Pinner, and is being used by demolition contractors AB Rivningshus.

Marketing arrangement in North America

Mr. J. H. Norwood Wheeler of Tube Investments (Export) Ltd., is to market Brux bimetallic cylinders to the North American plastics and rubber extrusion and injection moulding machinery industry. He is based in New York. The cylinders are manufactured by Brookes (Oldbury) Ltd., near Birmingham, one of the TI group of companies.

Brux is a hard steel shell lined with either a boron/ferrous alloy or with a nickel cobalt alloy to which carbonborides are added. The two types, called Brux 100 and Brux 600, fit different job functions. Brux 100 is suitable for use with highly abrasive plastics and Brux 600 combines abrasives and corrosion resistance.

£40,000 laminate order

Pirelli plastic laminates' United Kingdom organization (Lloyd Duncan Laminates Ltd., 70-74 City Road, London, E.C.2) has concluded negotiations for a £40,000 contract with leading French shipbuilders, Dubigeon of Nantes. Under the agreement over 500,000 sq. ft. of Pirelli's standard, fire-retardant and reinforced grade laminates will be used exclusively as a surfacing material throughout a passenger/car ferry boat of more than 12,000 gr. tons.

The laminates will be bonded to non-combustible Marinite panels, manufactured by Marinite Ltd., Glasgow, which will provide fire-resistant bulkhead linings and ceilings in the vessel's passenger rooms and cabins.

The bonding operation will be carried out at Marinite's Glasgow plant, from where the finished Pirelli-Marinite composite panels will be shipped to Nantes for erection on site.

ATC simulator for Rome

The Italian Air Ministry, who have responsibility for all air traffic control in Italy, have placed an order with the digital systems department of Ferranti Ltd., Bracknell, Berks., for a digital air traffic control simulator. The simulator will be installed at the Ciampino ATC training centre and will go into operation during 1972. Excluding radar displays and communications, the order is worth £150,000.

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

A French-American Company specializing in the production and sale of compounds for waterproof joints, coverings for industrial surfaces, special adhesives for electrical applications, aviation and shipbuilding as supplied to important customers in France, is looking for a distributor or manufacturing licence holder for Great Britain and the Commonwealth.

Please write to:

MR. P. SIMUNEK, 21, HESTERCOMBE AVENUE, LONDON S.W.6. Tel. 01-736 6234

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. C105 dated August 15, 1970 contained the texts of the following proposed Directives:

Proposed Directive concerns the harmonization of Member States' legislation relating to the insurance of the civil liability resulting from the use of motor vehicles and the frontier control of the obligation to insure that liability.

Proposed Directive relating to the harmonization of Member States' legislation concerning beer.

The French texts of these Proposed Directives may be seen on application to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/5). It should be noted that the texts of these Directives, when finally approved, may differ from the draft texts referred to above.

Imports from non-member countries

THE *Board of Trade Journal* of August 5, 1970 (pages 297/8) and August 19, 1970 (page 419) contained details of a number of goods which under Article 115 of the Treaty of Rome will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L189 dated August 25, 1970 contained the text of **Decision 70/404/CEE** authorizing Belgium, Luxembourg and the Netherlands to exclude from Community treatment certain woven fabrics of synthetic and artificial fibres falling within tariff headings 51.04 and 56.07 of the Common Customs Tariff of the EEC, originating in Japan and freely circulating in Germany.

The French text of this Decision may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Common agricultural policy

THE TEXTS of the following Regulations, Decisions and proposed Regulation which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French texts of these Regulations, Decisions and proposed Regulation may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

GENERAL

The *Journal Officiel des Communautés Européennes* No. C105 dated August 15, 1970 contained the draft text of a proposed Regulation to modify **Regulation No. 120/67/CEE** and **Regulation No. 359/67/CEE** in so far as the production refunds for certain products used in the brewing industry are concerned. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

FRUIT AND VEGETABLES

Regulation (CEE) No. 1736/70 introduces a compensatory tax on imports of peaches from Greece (*Journal Officiel* No. L191 dated August 27, 1970).

WINES

Regulation (CEE) No. 1696/70 concerns the transitional measures in the wine sector in so far as they concern the description and presentation of wines (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1697/70 relates to the reclassification of quality wines produced in certain specified regions (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1698/70 relates to certain derogations concerning the production of quality wines in specified regions (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1699/70 relates to the control of certain products in the viti-vinicultural sector (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1700/70 relates to the control of wines suitable for giving table wines (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1701/70 modifies **Regulations Nos. 1134/70** and **1275/70** in so far as they concern the commercialization of wines which do not correspond to the definitions set out in **Regulation (CEE) No. 816/70** (*Journal Officiel* No. L190 dated August 26, 1970.

(*Continued on next page*)

P&D
Overseas Newspapers and Periodicals
DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-
BELGIUM
REVUE BENELUX DES "JEUX ET JOUETS-PUERICULTURE"
Quarterly toy trade journal.
Type area 250 mm x 190 mm.
Adv. rates: Black and White.
1pg. Fr.B.4.400.
½pg. Fr.B.2.600, ¼ pg. Fr.B.1.650
Colours available.
We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details of our service representing publishers for 18 years.
PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

EUROPEAN COMMUNITIES, *continued*

Regulation (CEE) No. 1702/70 establishes certain transitional measures to be applied to the wine sector in Germany (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1703/70 establishes certain transitional measures relating to the application of **Regulation (CEE) No. 817/70** which lays down special provisions relating to quality wines produced in specific regions (*Journal Officiel* No. L190 dated August 26, 1970).

Regulation (CEE) No. 1704/70 modifies **Regulation (CEE) No. 1022/70** establishing, for a transitional period, circulation certificates for certain wines (*Journal Officiel* No. L190 dated August 26, 1970).

TOBACCO

Regulation (CEE) No. 1726/70 relates to the methods of application for premiums for leaf tobacco (*Journal Officiel* No. L191 dated August 27, 1970).

Regulation (CEE) No. 1727/70 relates to the methods of intervention in the raw tobacco sector (*Journal Officiel* No. L191 dated August 27, 1970).

Regulation (CEE) No. 1728/70 fixes the schedule of bonuses and rebates in the raw tobacco sector (*Journal Officiel* No. L191 dated August 27, 1970).

SUGAR

Regulation (CEE) No. 1734/70 concerns an adjudication for the fixing of export restitutions for white sugar (*Journal Officiel* No. L191 dated August 27, 1970).

Regulation (CEE) No. 1735/70 concerns an adjudication for the determination of the export restitution for raw cane sugar produced during the 1969/1970 sugar season (*Journal Officiel* No. L191 dated August 27, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1522/70 modifies **Regulation (CEE) No. 1100/68** in so far as it concerns the fixing in advance of export restitutions for certain butters (ex tariff No. 04.03) (*Journal Officiel* No. L167 dated July 30, 1970).

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1970. Applications should be presented from September 1 to September 30.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
21	Other polymerization and copolymerization products	33,275,000
39	Aluminium manufactures	6,655,000
24	Miscellaneous textile fibres	6,655,000
26	Coconut yarns	27,225,000
40	Hand tools for industry	33,275,000

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Customs tariff modification (1)

THE SPANISH *State Gazette* of August 24 announced the following modifications to the Capital Goods List of the Spanish customs tariff:

Tariff Reading	Description	Actual duty payable	Valid until
84.22 F 1	Self-propelled tracked cranes of a load capacity exceeding 50 tons and a span exceeding 3·50 metres. Self-propelled wheeled cranes of a load capacity exceeding 70 tons and a span exceeding 3·50 metres	5%	July 13, 1972
84.59 J	Automatic vulcanizing presses for moulding tyres and inner tubes	5%	July 27, 1972
84.45 C 6	Automatic grinding machines for injector and cones, with automatic electronic constant measurement	5%	September 24, 1972
88.02 A 1	Aircraft for use in agriculture	5%	September 24, 1971
84.11 D 2	Hermetic gas or fluid compressors (other than air compressors) of a power of 1 to 10 h.p. inclusive	5%	July 5, 1971

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Customs tariff modification (2)

THE SPANISH *State Gazette* of August 24, announced the following modification to tariff heading 01.22 of the Spanish customs tariff.

Tariff Heading	Description
01.02 B 2 b	Live animals of the bovine species: Male, not more than one year old, weighing not more than 200 Kg.

Home compensation tax levy

IN THE Spanish *State Gazette* of August 24, the Spanish authorities announced the following modifications in their Home Compensation Tax Levy.

Tariff Heading	Description	Home Compensation Tax Levy
06.02	Other live plants, including trees, shrubs, bushes, roots, cuttings and slips:	
A		2%
B 1		2%
B 2		6%
B 3 b		6%
B 4		6%
38.11	Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):	
A		11%
B 1		11%
B 2		11%
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):	
A		11%
B		11%
C		11%
D		11%
E		11%
F		11%

Inquiries about these notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Joint assembly of galvanizing automatic machines

IN THE Spanish *State Gazette* of August 24, the Spanish authorities published approval under the special system of joint assembly (details of which appeared in the *Board of Trade Journal* dated August 11, 1967, page 368) of a *pro forma* resolution for the manufacture of galvanizing automatic machines (tariff headings 84.59-J and 85-22).

The parts, components and auxiliary materials which may have to be imported for the inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty.

On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 18 per cent of the total industrial cost price.

From the time of coming into force of the first specific resolution for the joint assembly of these machines all customs duty reductions or exemptions for the import of this type of equipment will be suspended. When specific resolutions are being considered the Spanish Ministry of Commerce is authorized to impose a transitory customs duty.

The current *pro forma* resolution will remain in force for a period of two years from August 24, 1970.

PORTUGAL

Addition of notes to the import tariff

PORTUGUESE *Diaro do Governo*, first series, No. 162 of July 14, 1970 published Decree Law No. 330/70 which authorized the addition of the following preliminary note to Chapter 89 of the Import Tariff:

*3 Where Portuguese industry is not in a position to build a specified type of vessel, the Minister for Finance, on consultation with the Ministries of Economic Affairs and Marine, may reduce the rates in this chapter on import of vessels, the acquisition of which is accepted as being in the interest of the nation.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Hill, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462)

PORTUGUESE *Diaro do Governo*, first series, No. 161 of July 13, published Decree Law No. 326/70 which authorized the addition of the following note to heading 68.13 of the Import Tariff:
68: 13 . . . . .

Note: Asbestos fibre weighing up to 6 grammes per linear metre, suitable for weaving or rope making, shall, when imported by firms which have installations for weaving or making cords of asbestos and use it in their industry, be subject on import to rates of 2.5 per cent and 1 per cent *ad valorem* in the maximum and minimum tariffs, respectively, on a report made by the IGPAI showing that this is not produced in Portugal and that its characteristics are suitable for that use. Fibre used otherwise shall be considered as in evasion of the duties applicable to this heading. Importers must record, in a special register, receipts of fibre and the use made thereof, and must furthermore make available for Customs inspection all details necessary for ascertainment of the use made thereof, and inspection of stock.

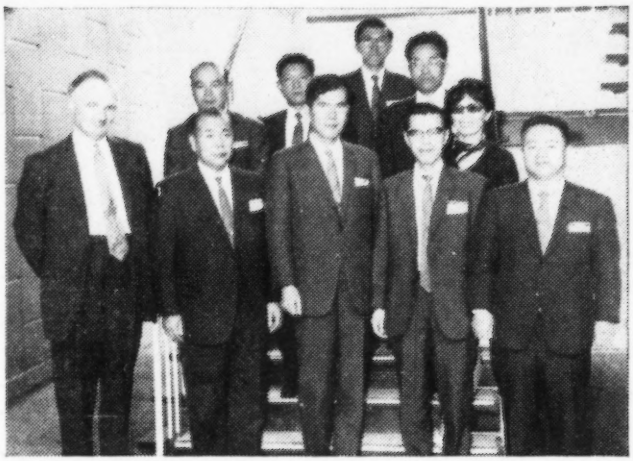
The minimum tariff rate shown in the note above replaced the basic rate previously applied for the same purposes. The product covered by the above note will be free of duty from EFTA sources.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

ITALY

Harmonization of EEC customs legislation

THE PROVISIONS of Presidential Decree No. 1133 published in the Italian *Official Gazette* of February 11, 1970 enforce directives adopted by the EEC Council on March 4, 1969, and are intended to harmonize EEC customs legislation with regard to the procedure for inwards processing traffic (Directive No. 69/73 CEE), customs warehousing procedure (Directive No. 69/74 CEE) and the system of free zones (Directive No. 69/75).



Mr. A. Procter (left), managing director of the Fluid Seal Division of George Angus & Co. Ltd., is seen here with some Japanese visitors who recently visited the Wallsend plant. The visitors were members of a Bearing and Lubrication Study team, who were visiting selected major companies in Europe and the USSR. They represent industrial organizations in Japan with an interest in these problems, and when at Wallsend visited the Angus research laboratories, where many world advances in fluid sealing technology have been inaugurated.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 467), where the Italian text of the Decree may be seen.

TUNISIA

Cholera regulations

THE TUNISIAN health authorities have stated that travellers arriving in Tunisia from all Arab countries, Guinea, Cyprus, Turkey and the Soviet Union must have valid cholera vaccination certificates. Holders of certificates can only enter Tunisia i.e. 10 days after first injection, i.e. two days after second injection.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358).

ETHIOPIA

Customs tariff amendments

THE ETHIOPIAN *Official Gazette* of August 15 announced changes to the customs tariff.

There has been an increase in duties on some textile items, vehicles, hand tools and pharmaceutical goods and a decrease on some items of raw materials..

The following Articles in the Tariff have been amended: 8; 18(a) and (b); 47; 49(a) and (b); 116(a) and (b); 139(2)(a)(iii); 142; 146; 168; 170; 195(a); 206; 230(a); 276(a); 293 and 439. Articles 143, 313 and 330 have been added to the Tariff.

Further details about these amendments, including the new rates of duty, can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

1970-1971 Budget details

THE ETHIOPIAN *Official Gazette* of July 16, 1970 published details of the Budget for the year ending July 7, 1971. The main allocations are as follows (6Eth$=£1):

(*Continued on next page*)

ETHIOPIA, *continued*

	Ordinary Expenditure Eth $m	Capital Expenditure Eth $m	Total Eth $m
General Services:			
General Government	18·9		18·9
Ministry of National Defence	89·1		89·1
Ministry of Interior	75·2		75·2
Ministry of Justice	7·7		7·7
Ministry of Foreign Affairs	7·9		7·9
Ministry of Finance	14·9		14·9
Planning Commission	3·5		3·5
Public Buildings		0·4	0·4
General Services Total	217·1	0·4	217·5
Economic Services			
Agriculture:			
Ministry of Agriculture	9·5	18·0	27·5
Ministry of Land Reform & Administration	3·0	0·6	3·7
Awash Valley Authority	0·4	4·8	5·2
Wild Life Conservation Department	0·5	0·1	0·6
Agriculture – Total	13·4	23·6	37·0
Industry and Commerce:			
Ministry of Mines	4·1	2·9	7·0
Ministry of Commerce, Industry and Tourism	2·4	14·8	17·2
Industrial Development Studies		0·6	0·6
Industry and Commerce – Total	6·5	18·3	24·8
Public Works Infrastructure and Communications:			
Ministry of Public Works and Water Resources	2·5	3·1	5·6
Imperial Highway Authority	22·9	33·8	56·7
Ministry of Communications, Telecommunications and Posts	6·6	17·5	24·0
Public Works, Infrastructure and Communications – Total	32·0	54·4	86·3
Contribution to Coffee Diversification Fund		1·9	1·9
Financial Agencies		5·3	5·3
Economic Services – Total	51·9	103·5	155·4
Social Services:			
Education and Culture:			
Ministry of Education and Fine Arts	62·0	5·6	67·7
Grants to Universities	13·4	0·6	14·0
Antiquities Administration	0·5	0·9	1·4
Education and Culture – Total	75·9	7·1	83·1
Public Health:			
Ministry of Public Health	23·6	7·3	30·9
Malaria Eradication Programme		11·6	11·6
Public Health – Total	23·6	18·9	42·5
Social Welfare:			
Ministry of Community Development and Social Affairs	4·8	1·9	6·7
Grants in aid to Social and Welfare Institutions	0·8		0·8
State Support	0·3		0·3
Social Welfare – Total	5·9	1·9	7·8
Social Services – Total	105·4	28·0	133·4
Unallocated Expenditure	61·3		61·3
Ordinary Expenditure (domestic sources)	435·6		
External Assistance†	80·6		80·6
Expenditure – Grand Total	516·2	131·9	648·1

†External assistance, loans and credits for capital expenditure are included in the individual projects expenditure.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358), quoting reference CRE 21728.

SOUTHERN YEMEN

Trade marks practice

THE REGISTRAR of Trade Marks, Aden, has recently adopted a new procedure under which he requires all applications for the registration or renewal of trade marks to be submitted through local agents.

The change in procedure is intended to facilitate compliance with the Southern Yemen Stamp Duty Law No. 5 of 1969 which makes it compulsory for a revenue stamp to be levied on every application addressed to a government department.

The new procedure has been introduced also with a view to expediting the handling of foreign applications by enabling minor queries arising from these applications to be dealt with locally.

GABON

Land ownership ruling

IT HAS been reported that the Gabon Council of Ministers has decided that in future no foreign individuals or firms will be permitted to become proprietors of land in Gabon whether the land is bought or acquired as a free gift. Foreign investors will now be able to apply for renewable leases of up to 25 years. Unexploited or insufficiently developed land will revert to the State. These new provisions will enter into force on September 1, 1970.

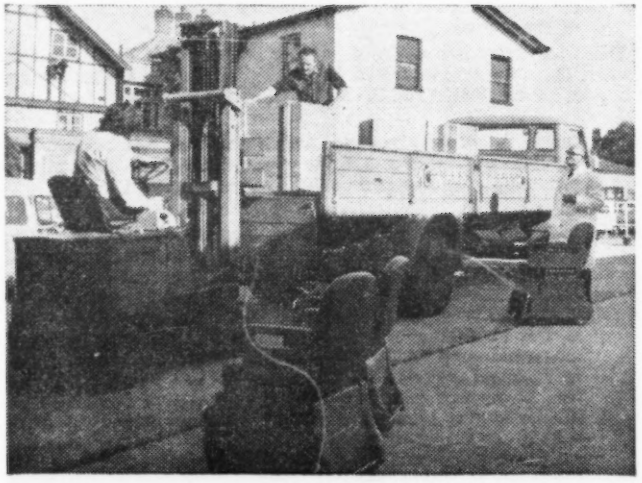
Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 339, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

SAUDI ARABIA

Toothpaste no longer designated a medical item

THE SAUDI Arabian Ministry of Health has announced that toothpaste will no longer be treated as a medical item. Therefore, manufacturers of toothpaste and their agents will no longer be required to comply with the Ministry's registration procedures for medicines.

No further information is yet available, but a copy of the regulation will be available in due course in Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).



Three electrically powered indoor chairs for invalids being despatched from the General Engineering Division of A.C. Cars, Ltd., Thames Ditton, Surrey, for shipment to the Cheshire Homes, Natal, South Africa. These Epic chairs feature a patented front wheel drive which enables the occupant to manoeuvre within a 40 in. area, and finger tip power steering is also available for the very disabled.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services, Organization for Overseas Marketing and Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

RWANDA

Tariff modifications introduced

THE RWANDA *Journal Officiel* of March 15, 1970, announced that a law of March 15 had introduced the following tariff modifications:

Tariff No.	Description	Unit	Customs Duty	Fiscal Duty
04.01.10	Milk and cream, fresh, not concentrated or sweetened	Kg.	Exempt	20%
04.02.10	Milk and cream preserved, concentrated or sweetened	Kg.	Exempt	20%
04.03.10	Butter	Kr.	Exempt	40%
04.04.10	Cheese and curd	Kg.	Exempt	30%
16.02	Other prepared or preserved meat or meat offal:			
20	Of animals of the bovine or ovine species not further prepared than simply boiled whether or not mixed with spices, flour or starch but not otherwise prepared (such as corned beef and meat loaf) in airtight containers	Kg.	10%	30%
30	Other	Kg.	10%	40%
16.04	Prepared and preserved fish including caviar and caviar substitutes:			
20	Caviar and caviar substitutes	Kg.	30%	50%
30	Sardines and pilchards	Kg.	No change	
90	Other	Kg.	10%	40%
22.03.10	Beers	Litre	10 fr/Litre	70 frs/Litre
05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:			
	Of an alcoholic strength of more tha 15°:			
21	In the wood or in demi-johns of a capacity of 5 litres or more	Litre	10 fr/Litre	100 frs/Litre
29	Other	Litre	10 fr/Litre	150 frs/Litre
	Of an actual alcoholic strength of less than 15°:			
31	In the wood or in demi-johns of a capacity of 5 litres or more	Litre	10 fr/Litre	60 frs/Litre
32	Sparkling wines	Litre	20 fr/Litre	380 frs/Litre
33	Sacramental wines	Litre	Exempt	Exempt
39	Other	Litre	10 fr/Litre	100 frs/Litre
22.09	Spirits (other than those of heading 22.08), liqueurs and other spirituous beverages, compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:			
20	Ethyl alcohol	No change		
	Spirits, liqueurs and other spirituous beverages of an actual alcoholic strength of:			
30	Less than 15°	No change		
40	From 15° to less than 25°	No change		
50	From 25° to 35°	Litre	40 fr/Litre	320 frs/Litre
60	More than 35°	Litre	40 fr/Litre	400 frs/Litre
90	Compound alcoholic preparations for the manufacture of beverages	No change		
24.02	Manufactured tobacco, tobacco extract and essences:			
21	Cigarettes whose value does not exceed 400 francs per 1,000	Each	10%	20%
22	Other	Each	20%	40%
30	Cigars and cheroots	No change		
50	Smoking tobacco			
10	Other			
27.10				
21	Aviation spirit	Kg.	Exempt	5 fr per kg.
30.03	Medicaments (including veterinary medicaments):			
20	Imported by an organization approved by the Ministry of Finance	Kg.	Exempt	Exempt
30	Other	Kg.	Exempt	20%
30.04	Wadding, gauze bandages and similar articles (for example, dressings, adhesive plasters, poultices) impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes:			
20	Imported by an organization approved by the Ministry of Finance	Kg.	Exempt	Exempt
30	Other	Kg.	Exempt	20%
34.01	Soap including medicated soap:			
20	Medicated soap	Kg.	5%	Exempt
90	Other	Kg.	20%	30%
63.01.10	Clothing, clothing accessories, travelling rugs and blankets household linen and furnishing articles (other than articles falling within heading 58.01, 58.02 or 58.03) of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk, bales, sacks or similar bulk packings	Kg.	5%	20%
85.15.30	Radio broadcasting transmission and reception apparatus including radiograms	Each	10%	50%
87.02	Motor vehicles for the transport of persons, goods or materials (including sports cars and trolley buses):			
20	Ambulances	Each	Exempt	Exempt
31	Public service passenger vehicles	Each	Exempt	15%
32	Of 9 h.p. or less	Each	10%	15%
33	Of 9 h.p. or more	Each	10%	20%
40	For the transport of goods or materials	Each	Exempt	10%

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408, 423 and 288).

CEYLON

Import licensing policy

THE BOARD OF TRADE has received a copy of Ceylon Import Control Notice No. 18/70 which cancels the Open General Licence introduced in May 1968, details of which were first published in the *Board of Trade Journal* of May 17, 1968. Goods previously imported under Open General Licence will now be considered for import under a scheme of trade quotas.

It is understood that priority is being given to those items most urgently needed and that the quota system of licensing industrial raw materials, as reported in the *Board of Trade Journal* of August 5, 1970, is gradually being extended to cover other items, but no official list of the priorities is yet available. Exporters should therefore ensure that a valid licence is available before consigning goods to Ceylon.

Inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

SINGAPORE

Establishment of a monetary corporation

THE BOARD OF TRADE has been informed that the Singapore Government is to set up a monetary corporation under the 'Monetary Authority of Singapore Act'.

The corporation, to be called 'The Monetary Authority', will exercise the functions of the Minister for Finance, the Commissioner of Banking, the Commissioner for Finance Corporations, the Accountant General and the Controller of Foreign Exchange. The seven member board will be headed by the Minister for Finance, Dr. Goh Keng Swee.

Inquiries should be made to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 23035/G.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

NEW ZEALAND

Applications for temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received applications for temporary protection of the following items:

Tariff Item	Description
Ex 84.49.09	Diggers, post hole and similar, auger type, less than 10 h.p.
Ex 98.01.11	Button moulds, of metal, blanks and parts thereof of metal

The question of temporary protection for these items may at a later date be referred to the Emergency Protection Authority.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Refs. CRE 857/69 and 858/69 respectively.

Emergency Protection Authority inquiry into sacks and bags

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of sacks and bags.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
62.03.02	Doz.	Free	..	Free
62.03.09	Doz.	20%	..	40%

The Emergency Protection Authority is required to report to the Minister by October 1.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 844/69.

Emergency Protection Authority: temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received an application for temporary protection of the following item:

Tariff Item	Description
Ex 84.65.09	Pneumatic cylinders, being cylinders with a piston and rod operated in one direction or the other by applying compressed air.

The question of temporary protection for these items may at a later date be referred to the Emergency Protection Authority.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 859/69.

Customs tariff inquiry into modellers' enamels

FOLLOWING RECEIPT by the Minister of Customs of a report from the Emergency Protection Authority the Government has accepted the recommendation of the Authority that urgent action is necessary in respect of the goods set out in the First Schedule to this notice and has taken the temporary measures described in that schedule pending inquiry and report by the Tariff and Development Board.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report as to what form and extent of protection, if any, is necessary in respect of modellers' enamels which prior to the introduction of the temporary measures described in the First Schedule were classified in the tariff as set out in the Second Schedule to this notice.

The public inquiry will take place in Wellington on Friday, October 30, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, October 23.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' Tel. Wellington 43-706 (The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 831/69.

FIRST SCHEDULE

New Zealand

Goods subject to temporary measures

Paints and enamels of a kind used on recreational models, put up in containers of a capacity not exceeding ¼ fluid ounce.

Temporary measures taken

Additional duty of 27½ per cent on imports of the goods, now reclassified in Tariff item 32.10.02, from all sources except Australia, in which case the goods remain free of duty.

Number	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
32.10.02	Paints and enamels of a kind used on recreational models, put up in containers of a capacity not exceeding ¼ fluid ounce	27½% Aul Free	42½%	52½%

SECOND SCHEDULE

New Zealand

Prior to the imposition of the temporary duties as outlined in the First Schedule the goods under inquiry were covered by the following provisions of the Tariff:

Number	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
32.10	Artists'; students' and signboard painters' colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or in similar forms or packings, including such colours in sets or outfits, with or without brushes, palettes or other accessories:			
32.10.09	Other	Free	15%	25%

For fast low-cost transport to IRELAND send by

Lep Transport Groupage Services

Lep Transport operate regular Groupage Services from London and other U.K. centres to Belfast and Dublin.

These services link with Lep Irish Road Services to give fast through transport at competitive rates to all parts of Ireland.

For details, contact:

Lep

Irish Export Department,
Lep Transport Ltd.,
Sunlight Wharf,
Upper Thames Street
London, E.C.4.
Telephone: 01-236 5050.
Telex: Transport Ldn 887282.

OR YOUR LOCAL LEP TRANSPORT OFFICE

Barbados and the Windwards

with the eight modern cargo ships of the Geest Atlantic Fleet. A fast efficient freight service linking Barbados, Dominica, St. Vincent, Grenada and St. Lucia. Sailings every week of the year from Barry and Preston.

Fast freight service

GEEST LINE

Spalding, Lincolnshire PE11 2AL
Tel: Spalding 3901 · Telex:32235

Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: 044 62 4121. Telex 49428. **Albert Edward Dock,** Preston, Lancs. Tel: 0772 29261. Telex 67642. **Hornby Dock,** Bootle 20, Liverpool, Lancs. Tel: 051 922 6383. Telex 627263.
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Dunster House, 20, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. **Killick, Martin (Southampton) Ltd.,** Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. **Killick, Martin (Birmingham) Ltd.,** St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. **R. M. Beveridge & Co. Ltd.,** 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 77[illegible]. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150

REPRESENTATIVE OF AUSTRALIAN CONSULTANTS in Britain now would welcomes approaches re their acquisition of Australian Manufacturing Rights under Licence or Sole Agencies of Products not at present exported to Australia. Please write Box No. M12023.

RETIREMENT to an END or a BEGINNING? An absolutely FREE booklet is our contribution to your Happiness.—John Lewington & Co., Gulval, Penzance.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

COLOMBIA

Goods subject to prior import licencing

As a result of Colombian resolution No. 007 of April 7, the goods listed below are no longer prohibited, but require a prior import licence.

Tariff No.	Description
01.02 B	Live bulls for bull fighting
01.06 C III a	Live homing pigeons
03.02 A	Fish salted or in brine
05.13	Natural sponges
32.09 G	Dyes in forms or packings of a kind sold by retail
42.01 A	Leather saddles, harness, collars, traces, knee pads and boots for any kind of animal
44.02	Wood charcoal (including shell and nut charcoal) agglomerated or not
44.17	'Improved' wood, in sheets, blocks or the like
45.04 B I	Agglomerated cork blocks and tiles
61.09	Cricket suspenders
66.02	Riding crops
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian)
71.13 A B C D	Articles of goldsmiths or silversmiths wares and parts thereof, of precious metal or rolled precious metal except articles of jewellery and parts thereof
82.09 A I	Table knives, non-folding, entirely of metal, monobloc, finished or not
82.14 A-B	Spoons, forks, fish-eaters, butter knives, ladles and similar kitchen or tableware
83.12 B	Mirrors of base metal
85.20 A III	Decorative or fancy electric filamant lamps
90.03 A B C D	Frames and mountings, and parts thereof, for spectacles, pince-nez, lorgnettes, goggles and the like
92.08 A	Mechanical street organs, and similar intruments; musical boxes
92.12 A I b	Prepared unrecorded discs
97.04 A	Playing cards
B I	Coin or disc operated machines of the kinds used in cafes, fun fairs, etc., for games of skill or chance
B II b	Billiard tables
B II c	Other accessories for the game of billiards
B IV a	Table tennis tables
97.08 A-B	Roundabouts, swings, shooting galleries and other fairground amusements, travelling circuses, travelling menageries and travelling theatres

Inquiries about this notice should be addressed to Tariff Section, Board of Trade, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7 HU (Tel. 01-248 Ext. 5757, 474/476).

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* of August 6, 1970, adds the following to the list of goods needing an import licence from the Ministry of Industry and Commerce:

Tariff No.	Description
08.07 A 004	Cherries
16.04 A 012	Anchovy fillets or rolls, in oil
28.38 A 023	Ferrous sulphate, pharmaceutical grade
29.44 A 116	'Rifamicina SV' sodium salt
29.05 B 007	Phenylethyalcohol, pharmaceutical grade
38.11 A 184	Articles called spirals, with a pyrethrum base
39.02 C 002	Polyvinyl chloride tubes, when it is proved to the Secretary of Finance and Public Credit that they are intended for implanting veins and arteries
84.06 F 028	Pistons, for the products falling under heading (d) of National Note 4 to Section XVI of the Mexican Customs Tariff
84.17 A 031	Heat exchangers, consisting of graphite tubes waterproofed with polymerized resins
84.19 B 031	Machines for vacuum packing in flexible containers
84.38 B 073	Latch needles, for knitted fabrics
84.40 B 039	Machines for washing fabrics, known as machines for washing across the width
84.57 B 005	Machines for assembling lamps
84.57 D 002	Spares recognizable as designed exclusively for the goods of 84.57 B 005
84.59 G 011	Sets of apparatus for increasing the production of cigarette packing machines
85.19 B 014	Circuit breakers of over 600 volts and up to 35 Kilovolts, in liquid or through gas or air, with any breaking capacity and any nominal current
85.19 B 015	Circuit breakers of over 600 volts and up to 35 Kilovolts, in liquid or through gas or air, with any breaking capacity and any nominal current, when it is proved to the Ministry of Finance and Public Credit that they are not produced or cannot be substituted by those which are produced in the country
85.19 B 016	High-rupturing capacity fuses, of 20,000 amps or more efficiency and any nominal current up to and including 600 volts, each weighing 100 grammes or less
85.20 A 020	Incandescent lamps, with transparent natural blue glass, called daylight lamps
85.20 A 023	Incandescent lamps, each weighing 20 grammes but not more than 50 grammes, recognizable as designed exclusively for locomotive headlights
85.20 A 024	Incandescent lamps, each weighing more than 50 grammes but not more than 300 grammes, recognizable as designed exclusively for locomotive headlights
85.20 A 025	Incandescent quartz-tube lamps (halogen or 'quartzline') except those for vehicles
85.20 A 026	Projectors (PAR type lamps of pressed glass) internally silvered, each weighing more than 120 grammes but not more than 2 Kilos.
97.03 A 028	Scale models for assembly, of plastic, non-electric
97.03 A 029	Scale models for amusement, of plastic, electric

Import licences are not required for imports from other members of LAFTA

The following goods will need import licences until the dates shown:

29.08 C 019	1, 2-Dihydroxy-3 (2-methylphenoxy) propane. (Until August 5, 1973)
48.11 A 001	Wallpaper (Until August 5, 1971)

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Power requirements for trucks and buses

THE *Board of Trade Journal* of February 7, 1969 gave notice of proposed rule-making concerning acceleration and speed maintenance capabilities of vehicles on ascending grades. The United States National Highway Safety Bureau has now announced details of a proposed new standard to establish power requirements for trucks and buses in the GUWR of more than 10,000 pounds.

Interested persons are invited to submit comments to the Bureau in Washington by November 19, 1970.

Further details may be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 22.8.70.

Safety standard for airbrakes

THE UNITED STATES Northern Highway Safety Bureau has given notice of a proposed new vehicle safety standard to establish requirements for airbrake line couplers manufactured or for use on vehicles designed to be used in combination with other vehicles equipped with airbrakes. The standard applies to trucks, buses and trailers and the proposed effective date is January 1, 1972.

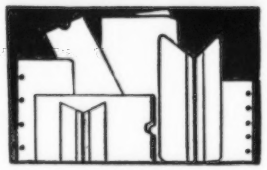
Interested persons are invited to submit comments to the Bureau in Washington by November 19, 1970.

Further details may be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365). Reference CR 22.8.70.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720440 4

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

To advertise in the
Board of Trade Journal
telephone
01-248 9876
extn. 6147/8
rate card from
HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1

STEELTUBE
Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.
Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

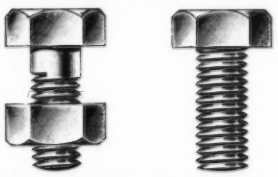
BARTON

CUNNINGTON AND COOPER (SPECIAL METALS) LTD

ENGINEERS, SHEET METAL FABRICATORS
WALL HILL MILL, DOBCROSS, Nr. OLDHAM
Telephone : Saddleworth 3111/2/3 and 3475

Designers, Engineers, Fabricators of Titanium, Zirconium, Tantalum, Niobium, Molybdenum, Platinum, and Nimonics/Nickels.

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, B 12 8BB
Trunk Dial 021-449 3781 (6 lines)
G K N Bolts & Nuts Accredited Stockist

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × ¼″
Brake Press 10′ × ⅛″

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01 594 5666 7 8

Member of the Stainless Steel Fabricators Association.

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388

ALUMINIUM HOLLOWARE

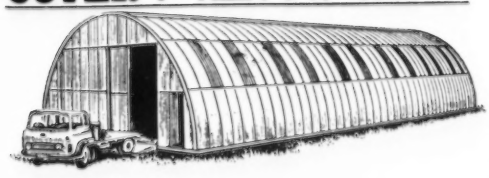
Catering equipment for hotels, canteens, restaurants, etc.

Williams (Pressings and Spinnings) Co. Ltd.
Crown Street, Wolverhampton, Staffs.
Telephone: Wolverhampton 25979

Fabricators in sheet steel and plate, stainless steel, aluminium.
Argon arc welding.
Tank manufacturers. Prototype work. Forming, dishing, louvring, nibbling, slotting and flanging.
8′ press brake capacity. Site welding

C. E. Turner (Engineers) Ltd.
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

LOW COST BIG COVER SUPER ROMNEY

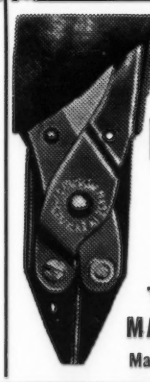


BRAND NEW ALL STEEL BUILDINGS

35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS

Romney House
Wolverhampton Street
Darlaston Staffs
Telephone No. 021 526 3851

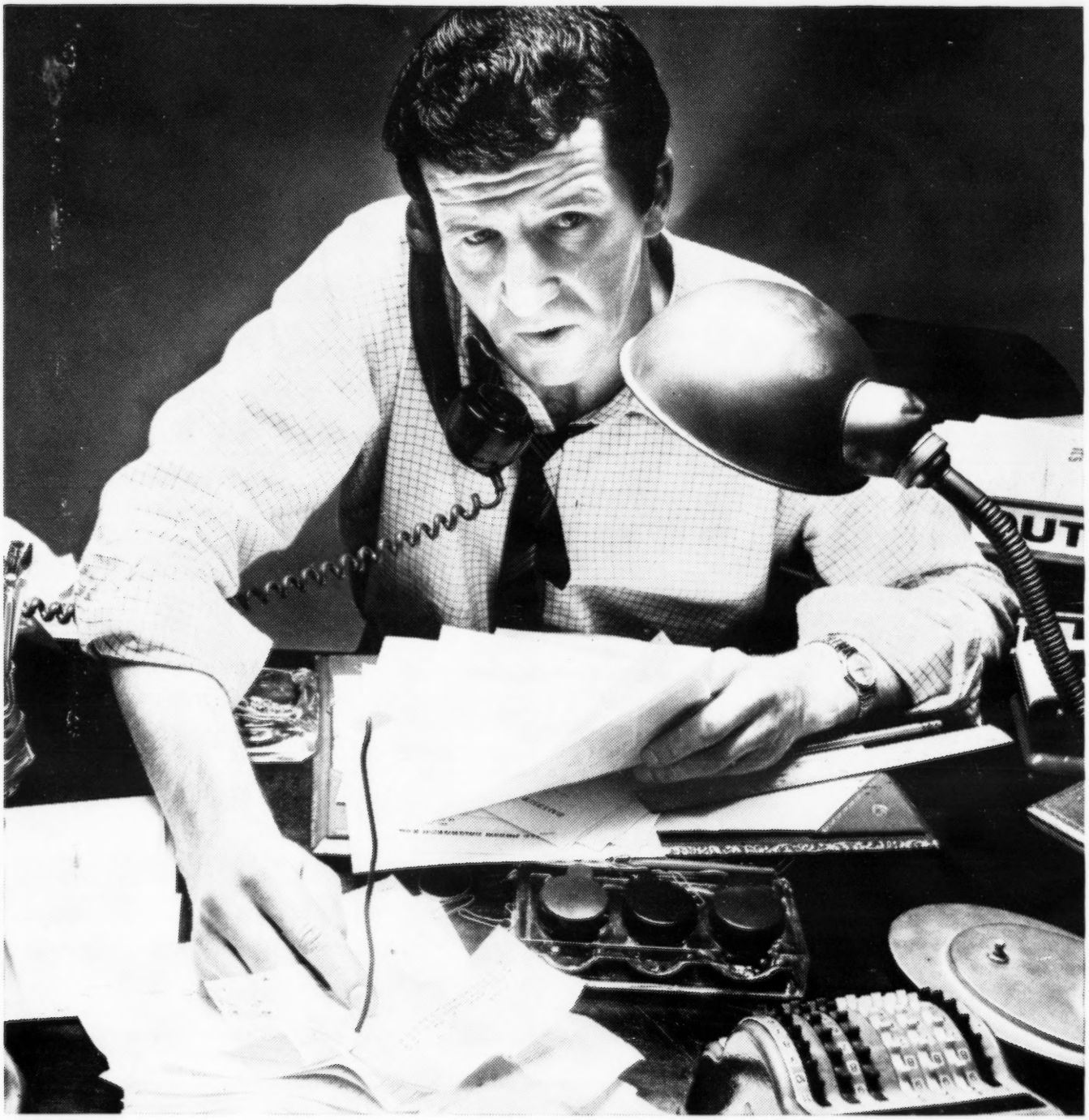


MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches, eyeletting tools, pliers etc., Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525



Picture of an exporter getting his knees brown in Nairobi.

If your mother could see you now... She tells the neighbours you're winning an important contract which could even make a difference to the country's balance of payments and you move around the country wherever the mood might take you.

She doesn't tell them about those endless hours waiting for flights. That perpetual smile that you have to keep on your face when you're entertaining to the early hours day-in and day-out. The hours of paperwork you have to keep up with whenever you have a night off.

But still it's not all an uphill battle of bleary-eyed frustration. You're ecstatic when you win an order and you can always depend on us to help you cope with letters of credit, shipping documents, currency and all other money matters. By taking some of the administrative drudgery out of your life we give you more time to win the orders.

It might be simpler to stay at home and worry about that market. But you get a kick out of exporting and so do we.

Barclays DCO

Exporters are special people. That's why we're a special bank.